

# Leslie's

## ILLUSTRATED WEEKLY





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WHY, CREAM OF WHEAT, OF COURSE.

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# Leslie's

## ILLUSTRATED WEEKLY

All the News in Pictures

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The publishers will be glad to hear from subscribers who have just cause for complaint. If LESLIE'S cannot be found at any news-stand, the publishers would be under obligations if that fact be promptly reported. Senders of photographs or letterpress must always include return postage. We receive such material only on condition that we shall not be held responsible for loss or injury while in our hands or in transit.

## C O N T E N T S

Cover Design	
The Fall of Juarez—Photographs	582
Editorial	583—584
What the Special Session May Yield	Robert D. Heinl 585
The Girl That Goes Wrong	Reginald Wright Kauffman 587
With drawing by Homer Davenport.	
Are You on a Sucker List?	Frank Fayant 588
With the Players—Photographs	589
How a Banker Would Compel Peace	James Speyer 590
The Passing of the Dive Saloon	John Kirk 591
The Race for the South Pole—Photographs	592-593
An Interesting Innovation of Enterprising Publishers	Harriet Quimby 594
Illustrated with Photographs	
When Carnegie Was a Telegraph Operator	595
People Talked About	596
Illustrated with Photographs	
Jasper's Hints to Money-makers	598
Motorist's Column	R. B. Johnston 601
How a Woman Learns to Fly	Harriet Quimby 602
Illustrated with Photographs	
At Mrs. Belmont's Suffrage Farm—Photographs	604
The Civil War—Fifty Years After—Photographs	605

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### Next Week's Issue

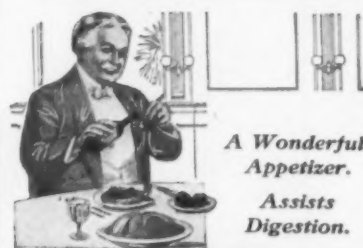
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THE MOST REMARKABLE INDIAN PICTURES EVER PUBLISHED. The Rodman Wanamaker Indian expedition has recently completed its work in photographing the last great Indian council in the far West. The significant work of preserving in photographic and moving-picture records the fast-disappearing natural life of the Indian has extended over a period of twelve years and has cost many thousands of dollars. We will publish a number of the best of these photographs and the story of the expedition, which will be written by Dr. Joseph K. Dixon, the noted ethnologist, who has been in charge of this heroic work. This invaluable Indian record will appear exclusively in LESLIE'S. It is one of the most important features which we have ever given to our readers.

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It will help you to give that baby best care, the surest chance for health and growth, and at the same time save the mother's strength in daytime and at night.

### "The Taylor Nursery"

The 20th Century Baby Crib

with Sanitary Mattress, Night Box and Safety Hood.

Goes over the bed, so that mother can attend to baby just sitting up in bed. Once tried, no mother will be without it. Guaranteed large enough for child 5 years old. So we offer it on 5 days' trial and pay freight both ways if you are not delighted.

Our special offer puts this wonderful first aid to mothers within the easy reach of all.

Send for our beautiful

**Free Booklet** mailed in plain envelope.

**TAYLOR NURSERY BABY BED CO.**

39 East 23d St., New York

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Always sold DIRECT and at Factory Prices.

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Each with food compartments made in one piece of solid, unbreakable White Porcelain Ware, over an inch thick, with every corner rounded—no cracks or crevices anywhere, and so easy to keep clean as a china bowl.

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Easy Payments. We are making a radical departure this year from our rule of all cash with order, and sell the "Monroe" on our liberal credit terms, to all desiring to buy that way.

Just say "Send Monroe Book" on a postal card and it will go to you by next mail.

Monroe Refrigerator Co., Station 25, Lockland, Ohio

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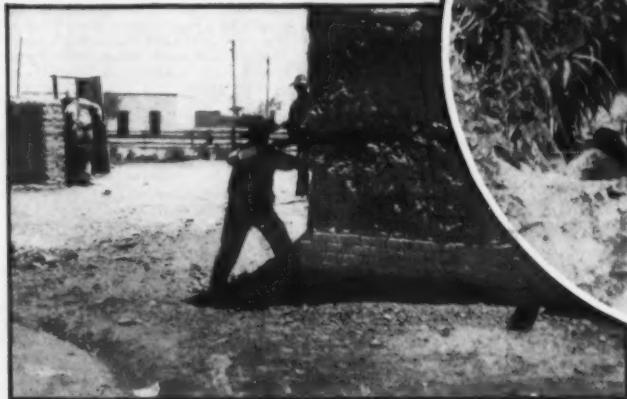
REBEL SOLDIERS FIGHTING

Estimates of the losses put the Federal dead at fifty  
250 wounded

FIRING FROM AN  
IRRIGATION  
DITCH.

BEHIND CAPTURED BARRICADES.

and the Insurrecto at fifteen with a total of nearly  
on both sides.



SHOOTING FROM BEHIND COVER.

The Insurgents systematically scattered their forces, fearing the deadly  
effect of the Federal artillery.



BRINGING WOUNDED INTO EL PASO.

American soldiers carried disabled Federals and Insurrectos alike  
over the International Bridge.



A RUNNING FIGHT.

This looks safe and easy, but nearly all the killed met death crossing the open streets  
and squares this way.



HOW REBELS WORKED THEIR WAY INTO THE CITY.

It was a house-to-house, street-to-street battle, with both sides taking advantage of  
every possible cover.



CAPTURED FEDERAL GUNS.



WOUNDED REBELS IN THE CAR BARN.



FEDERAL PRISONERS.

## The Fall of Juarez

Battle Scenes During the Fight That Resulted in the Capture of the Mexican Border Town Opposite  
El Paso, Tex., by the Insurrectos, the Heaviest Blow Dealt the Diaz Forces to That Time

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# Leslie's

## ILLUSTRATED WEEKLY

THE OLDEST ILLUSTRATED WEEKLY NEWSPAPER IN THE UNITED STATES

"In God We Trust."



CXII.

Thursday, May 25, 1911

No. 2907



WHEN THE MEXICAN REBELS TURNED THEIR GUNS ON THE JUAREZ MISSION CHURCH.  
Scene at the height of the battle which resulted in the border town falling into the hands of the Madero insurrectionists.

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## EDITORIAL

### The Workers and the Income Tax.

JUDGING from the triumphal march of the income tax amendment through twenty-nine State Legislatures, human nature has undergone a radical change and actually delights to be taxed. That the tax is aimed at the wealthy class goes without saying, yet no opposition has been aroused in that quarter. But why should the rich be unconcerned except on the theory, suggested by the New York *Financial Chronicle*, that, "like the personal property tax, which is rapidly falling into innocuous desuetude, it will be easy to evade"?

The man with an income derived from fifty or one hundred different sources feels measurably secure in regard to a large part, at least, of his income. The poor man or the man with only average means, on the other hand, fancies that he would escape altogether. Even Legislatures have been inspired by the thought that the income tax afforded the readiest way to tax the rich for the benefit of the poor. For example, the Legislature of Arkansas ratified the amendment on the understanding that a "rich State like New York will have to pay a million dollars for every dollar paid by Arkansas." And yet, should this brief but sweeping amendment, giving to Congress the right to collect taxes on incomes "from whatever source derived," be adopted, it would be found to bear most heavily upon the poor—the very class that imagine they will be exempt.

The immensely wealthy might be able to dodge their just proportion of the income tax, but there will be no evasion for the average man whose salary is within the provision of the law. The income tax law of 1894, which was declared unconstitutional because beyond the act of Congress, carried with it an inquisitorial power from which there would have been no escape. By this law the government was authorized to deduct the tax from the salaries of its employees, corporations were to furnish a list of their employees with their salaries, the boards of education the same with their teachers and so on through the list. The person with a fixed salary easily discovered will thus be compelled to pay the tax in full, while the rich with an income from a score or a hundred sources will be able to escape.

Those who fancy they would not be affected by an income tax will doubtless find it a burden greater even than real-estate taxes. With expenses of the government constantly growing, when once the principle has been firmly established, the next move to increase the revenue

will be inevitably to tax smaller incomes. Not without force will the argument be used that every man, poor as well as rich, should bear his part of the expenses of the government. Instead of beginning with an income of \$5,000, the limit may be pushed down to \$1,000 or less. To show the drift of the movement, the exemption proposed by a special legislative committee reporting to the Wisconsin Legislature at the close of last year was \$600 a year for single persons and \$800 a year for husband and wife jointly. An income of \$600 means more in Wisconsin than it does in New York, but the fact that the exemption was placed at such low figures shows the trend of the idea and what the small-salaried man may expect should the law get in full swing.

Already we have witnessed a number of surprises in legislation, laws being found to apply to classes fancying themselves exempt. For example, until the Supreme Court decided that a boycott by labor unions involved restraint of trade as defined by the Sherman anti-trust law, it was popularly supposed that this drastic piece of legislation applied only to rich combinations. Should the income tax amendment be adopted, there would await a still greater surprise for the majority of people who now imagine themselves unaffected by it. Its possible effect upon the protective tariff deserves thoughtful attention also. Senator Brown, of Nebraska, only awaits the ratification of the amendment by three-fourths of the States to introduce an income tax bill designed to provide an annual revenue of \$100,000,000. Our chief revenue is now from the tariff, a method distributing more evenly the support of the government than any other ever devised; but the revenue argument for a tariff as against free trade will cease to exist if the income tax is allowed, with all that this implies to the workingmen of the country.

Let the masses wake up to the full import of the income tax principle now, before it is too late.

### The Electoral College in 1912.

UNDER the reapportionment bill which has recently passed the House and which will undoubtedly be accepted by the Senate, here is how the States will stand in relative weight in the electoral college in 1912. For two reasons we speak with confidence of the Senate's acceptance of this bill. It is on the same general lines as those of the Crumpacker bill, which was passed in the Repub-

lican House last winter, but which failed in the Senate because of lack of time to consider it. As this measure affects the House solely, the Senate will not feel at liberty to alter it. It increases the House membership from 391, the present number, to 433. This figure has been adopted because it is the smallest number that will prevent any State from losing a seat in the House. Many States have received an addition of one each to their membership in the House and in the electoral college, five (Illinois, Massachusetts, New Jersey, Texas and Washington) gain two each, two (California and Oklahoma) get three additional each, while Pennsylvania gets four extra seats and New York six. The new electoral college will be as follows:

Alabama.....	12	Nebraska.....	8
Arkansas.....	9	Nevada.....	3
California.....	13	New Hampshire.....	4
Colorado.....	6	New Jersey.....	14
Connecticut.....	7	New York.....	45
Delaware.....	3	North Carolina.....	12
Florida.....	6	North Dakota.....	5
Georgia.....	14	Ohio.....	24
Idaho.....	4	Oklahoma.....	10
Illinois.....	29	Oregon.....	5
Indiana.....	15	Pennsylvania.....	28
Iowa.....	13	Rhode Island.....	5
Kansas.....	10	South Carolina.....	9
Kentucky.....	13	South Dakota.....	5
Louisiana.....	10	Tennessee.....	12
Maine.....	6	Texas.....	20
Maryland.....	8	Utah.....	4
Massachusetts.....	18	Vermont.....	4
Michigan.....	15	Virginia.....	12
Minnesota.....	12	Washington.....	7
Mississippi.....	10	West Virginia.....	8
Missouri.....	18	Wisconsin.....	13
Montana.....	4	Wyoming.....	3

Under the new reapportionment now pending in Congress, nine of the new electoral votes—those which are gained by Alabama, Florida, Georgia, Louisiana, Oklahoma and Texas—will be carried by the Democratic candidate in 1912, whoever he may be. Twenty-three of the new votes—those of California, Idaho, Illinois, Massachusetts, Michigan, Minnesota, North Dakota, Oregon, Ohio, Pennsylvania, Rhode Island, South Dakota, Utah, Washington and West Virginia—will undoubtedly be won by the Republicans. States which will have ten new electoral votes—Colorado, Montana, New York and New Jersey—may be placed in the doubtful column. Under normal conditions these are all Republican States, but the conditions were not normal in the congressional campaign year of





THE LORD MAYOR OF LONDON PLEADS THE CAUSE OF ANGLO-AMERICAN ARBITRATION.  
Great mass meeting in the Guildhall in behalf of President Taft's peace plan, the most remarkable gathering of its kind ever held in Great Britain.

1910 and may not be in 1912. It would appear, however, as if two-thirds of the forty-two additional electoral votes would be won by the Republicans next year. Taft had a majority of 159 in the electoral college of 1908, which ought to leave a safe margin for the Republicans in 1912, even if they should, in that year, lose several of the States which he carried three years ago. That the Republicans will lose some States which they carried in 1908 is likely, but if a reasonable degree of intelligence and public spirit is shown by them between now and voting day next year, there is a fair prospect that they will hold the presidency and regain the House.

### Withholding the Sinews of War.

THE MOST original suggestion made at the National Peace Congress in Baltimore was that of "financial neutrality" as a preventive of war. It was developed with great vigor by James Speyer, the New York banker. Mr. Speyer takes the bull by the horns and proposes that when two nations go to war without first submitting their cause of dispute to The Hague, then the other neutral Powers shall bind themselves not to assist either of the belligerents financially, but to see to it that a strict financial neutrality is observed by their banks and bankers. "It certainly does not seem logical," said Mr. Speyer, "that neutral Powers should be allowed to send money when international agreement will not allow them to send the ships and war materials which their money buys."

The financial argument has heretofore been made much of by advocates of peace, but mainly from the standpoint of the immense sums spent upon modern navies and the support of standing armies. But Mr. Speyer's suggestion at once invokes the aid of the old proverb, "An ounce of prevention," etc. Without borrowing money no nation could enter upon a war. Cut off the source of this supply and belligerents would promptly see the wisdom of arbitration in place of war.

It has been intimated, with what degree of truth we cannot say, that the Russo-Japanese War was only made possible because the Jewish bankers of Europe, in order to reach Russia for all her cruel and inhuman persecutions of Jews, agreed to finance Japan in the struggle. However that may be, Mr. Speyer's suggestion, which the Peace Congress adopted, with the request that it be included in the proposed program of the third Hague conference, deserves the consideration of the bankers of all nations. An extended report of Mr. Speyer's striking address appears elsewhere in this issue of LESLIE'S.

### Europe's Method with Trusts.

TO LEARN from others who have had experience is less costly and fully as efficacious as personal experience. The old country, which has already taught us many lessons, is showing us now how to handle the trust question. It is manifest that we haven't yet learned how to deal with the trusts. On one hand, there is the general conviction that the corporate method of doing business is a logical development from the

partnership idea, which is as old as history, and that nothing short of some form of corporate management can take care of the country's growing business. On the other hand, our laws proceed on the assumption that all combinations are bad and therefore to be prohibited.

The policy of the great manufacturing and commercial nations of Europe upsets all the ideas of our trust-busters. Instead of looking upon combinations as evils to be suppressed, they treat them as instrumentalities not only useful, but absolutely necessary for the common good. There are in Germany between two hundred and fifty and three hundred combinations of national importance, and Professor von Halle, of the University of Berlin, holds that without them Germany would now be in a dangerous industrial crisis, because of the reckless speculation which comes from unrestrained competition. The highest court in Germany has likewise held that when prices fall so low as to interfere with the prosperity of any industry, it is detrimental to all, and that, accordingly, it is not against the common good "when business men unite with the object of preventing or limiting the practice of underselling and the fall of prices."

On the ground that combinations are a necessity to meet modern industrial conditions, European nations proceed to regulate them, compelling fair dealing with investors and publicity to stockholders and the state. It is not too late for the United States to see its folly in trying to suppress a process which is world-wide, and to follow the example of other nations which more wisely strive to regulate and direct.

### The Plain Truth.

FOR President—not Woodrow Wilson!

PERSISTENCE has won most of the world's battles and all of its skirmishes.

UNABLE to jump at once from ruts and mud to gravel or macadam, Iowa started the good-road movement by smoothing out the ruts of her dirt roads. After each rain the roads are dragged by a King drag, consuming half an hour for a mile of road and putting the highway into good condition until the next storm, when the operation has to be repeated. The original road thus treated was the River to River Road, across the State from Davenport to Council Bluffs, and this was secured and in large measure supervised by our good friend, the Hon. Lafayette Young, publisher of the Des Moines Capital. Numerous other roads of the same kind have already increased State-wide travel, have pleased motorists and advanced the price of farm lands. The campaign is on in Iowa and we expect next to hear of State-wide macadam highways.

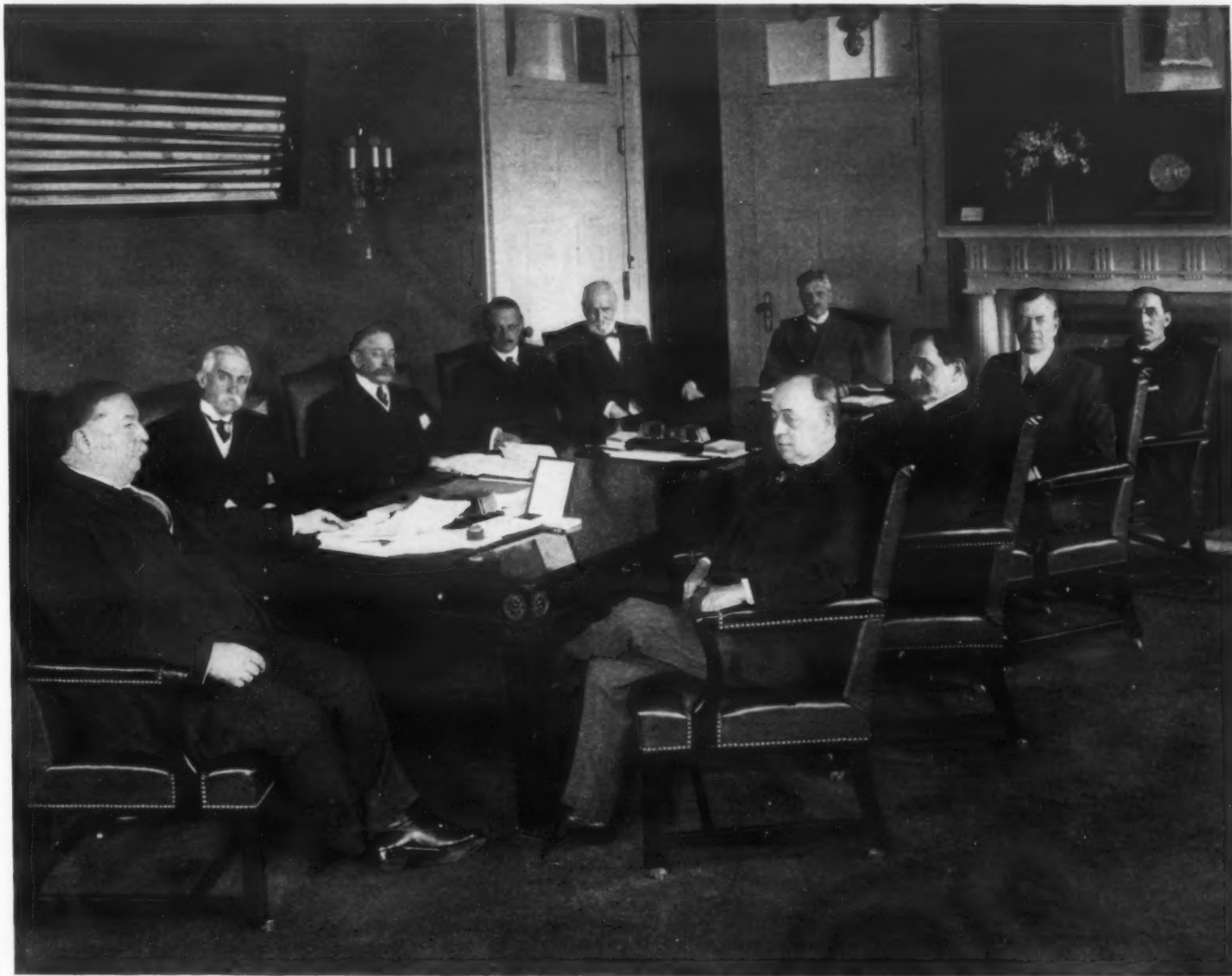
THE WIDE-AWAKE West appreciates the value of the news item. One of the interesting communications that comes to us every month is the "Summary of News" by the Board of Trade, Phoenix, Ariz. We mention a few characteristic items: "Over one thousand cars of cantaloupes will be shipped from Salt River Valley

points this season. Splendid quality of crops insures high prices to growers." "A million and a half sheep are in Arizona, on ranges producing eight or nine million pounds of wool annually"—which means that somebody in Arizona is interested in the disposition of a free-wool Congress seems to have to tamper with Schedule K. "A four hundred gallon a minute well, depth eight hundred feet, has been developed at San Simon. Settlers are taking up land in San Simon and Sulphur Springs valleys." These are but samples that show the sympathetic interest which one part of the State has in all the rest, illustrating the "get together" spirit so characteristic of the whole West and which has done so much for the development of that great section.

NEW JERSEY has taken a long step toward the suppression of degeneracy, in the adoption of a law for the sterilization of the hopelessly defective and criminal classes. Indiana, Connecticut and California have had such a law for two years, but in these States it is necessary to get the consent of the subject. The New Jersey law, however, provides that the operation may be performed on the recommendation of a commission to be known as the Board of Examiners of Feeble-minded, Epileptics, Criminals and Other Defectives. The sole object of the new law is to prevent the perpetuation of needless suffering to future generations, and is based upon the fact that heredity plays a most important part in the transmission of feeble-mindedness, epilepsy, criminal tendencies and other defects. It should be said that the criminals referred to by the law are those convicted of the crime of rape or "of such succession of offenses against the criminal law as in the opinion of this board of examiners shall be deemed to be sufficient evidence of confirmed criminal tendencies." A great power has been conferred upon this commission, but, if wisely administered, it should be a boon to future generations.

THE HUMILIATING bribery charges involving Ohio legislators is not a matter to be laughed at, but one rather for which to hang our heads in shame. The voters of Ohio must accept the responsibility. The point made by Senator Root in his masterly address on the direct election of United States Senators applies tellingly to this instance. Mr. Root argued that nobody gets nearer the elector than a member of the State assembly. Coming from a small district, he is well known to the majority of those who vote for him; and if the people could not be trusted to elect trustworthy assemblymen, Mr. Root contended it was hardly possible that they would be more successful in voting directly for a man to represent them in the United States Senate. These senators and representatives of the Ohio State Legislature who have been described as being ready almost to batter down a door in order to secure a bribe were not unknown men to the local communities and districts which elected them to office. The Legislature may have brought with it temptations such as they had never experienced before, but it is up to the voters of Ohio, as of every other State, to send to the Legislature a type of men who will be above such temptation.





THE TAFT CABINET BEFORE HENRY L. STIMSON, OF NEW YORK, WAS APPOINTED SECRETARY OF WAR.

Left side of table, left to right: President Taft, Secretary MacVeagh, Attorney-General Wickersham, Secretary Meyer, Secretary Wilson, Secretary Nagel.  
Right side of table, left to right: Secretary Knox, Secretary Dickinson, Postmaster-General Hitchcock and Walter L. Fisher, Secretary of the Interior.

## What the Special Session May Yield

One Minute Discussions of the Important Bills Pending in Congress and Their Chances for Passing

By ROBERT D. HEINL, Washington Correspondent for Leslie's Weekly

WASHINGTON, May 20th, 1911.

**T**HERE is every indication at this writing that the Republican Senate may vote upon only two of the great bills submitted to it by the Democratic House. Of the plenteous grist, Canadian reciprocity, so persistently pushed by President Taft, is certain of being considered and, it is believed, will pass the upper branch by a small majority. No surprise will be evinced if a vote should be polled there on the bill providing for the direct election of United States Senators. Considering that it has accomplished the object for which the special session was called—action on the reciprocity bill—the Senate will so unmistakably demonstrate its unwillingness to pass upon other bills, most of which are Democratic measures, that an adjournment may then be expected. Conservative estimates place the time early in July.

Of course various measures will be vigorously pressed. The evident determination of Senator Borah to bring the direct election of Senators bill to a vote is leading many given to speculation to the belief that the measure may become a law. When voted upon during the last session it was defeated by a small margin, a half dozen. The advent of new blood in the Senate has undoubtedly strengthened the friends of the bill. Senator Kean, an opponent, defeated in the last election, gives way to the new Jersey Senator, Mr. Martine, who favors it. Senator Hale, of Maine, yields to Senator Johnson, a friend of the bill. Senator Warner, of Missouri, gives place to Senator Reed, another gain. Senator Depew, of New York, one of the vigorous opponents, is replaced by Senator O'Gorman, who has declared unequivocally in favor of it. Senator Lea, of Tennessee, is a staunch supporter. The proposition has lost no supporters and gained several. It is generally thought that the only hope of defeating the Borah bill as the Senate is at present constituted is to

prevent it from being brought to a vote, and, as has been said, Senator Borah is bent upon forcing the issue.

"The members of the Legislature should be elected upon the sole question of their fitness for the duties of State legislation" is one of Senator Borah's most striking arguments. "After they are elected, they should be permitted to perform that important work unhampered by the purely political task of performing the duties of an elector. Let us relieve them of that which often prevents for a whole session any attention whatever to State matters, which often controls Legislatures even from one session to another, which dominates their selection, which leads to vast expense the people must at last pay, which leads to faction and strife." Senator Root has been one of the powerful opponents of the measure. He argues that it is not wise that the people of the United States contract the habit of amending the Constitution and adds, "No change in our Constitution should be permitted to cast a doubt upon its permanency and inviolability, unless there be the weightiest and most commanding reasons. In my judgment the most vital thing to be done in the United States to-day is to strengthen the Legislatures of the States. I fear the breaking down of the government of the United States by the accumulation of demands upon it, through the gradual weakening of the State governments, through the failure of the State governments to keep pace with the continually increasing demands of our social and business life."

No measure has ever encountered more systematic opposition than Canadian reciprocity. Members of the Senate are being deluged with tons of resolutions, letters and telegrams. A curious phase of what was intended to be a protest is that scores of printed postal cards sent to farmers to be remailed to Senators, requesting them to oppose the measure, have proved a boomerang. The

printed form requested the Senators to oppose the bill. But scores of these cards are coming back with the word "oppose" scratched out and the word "favor" written above it. It is true that there is still much confusion in the minds of the people as to exactly what the proposed reciprocity bill stipulates. Primarily the measure is an agreement which the President made with the executive authorities of Canada, by which, subject to the approval and action of Congress and the Dominion Parliament, the tariff of each country against the products and manufactures of the other is to be modified and reduced according to the schedules set forth as part of the agreement. The tariff rates of the two countries changed are numerous and important and affect agricultural and manufactured products. The greatest reductions (and the changes are all downward), however, are in grain, vegetables, dairy products and live cattle, which are free.

Ex-Speaker Cannon opposed the bill. In his judgment, not since the war with Spain and all that followed it has there been considered by the House so important a measure. He charged, in effect, that it represented an attempt to abandon the old policy of protection. Uncle Joe took occasion to pay a high tribute to the personal qualities, ability and patriotism of President Taft; but he was unable to reconcile himself to the bill. Representative Hinds, of Maine, also severely condemned the Canadian agreement as an abandonment of the policy of protection. He declared, if enacted into law, it would prove fatal to the farmers of the country. Canada, he said, was susceptible of extensive exploitation agriculturally. With the tariff barriers removed, Mr. Hinds predicted that Canadian products would pour into the United States in tremendous volume, depress prices and seriously cripple the American farmer.

"How is the farmer to be hurt?" the President

(Continued on page 597)



## In the House of Bondage

The Master to the Slave—"Is This All You Can Bring In after a Night's Work?"

FOR THE LATEST STORY IN MR. KAUFFMAN'S STARTLING WHITE SLAVE SERIES, OF WHICH THIS CARTOON BY HOMER DAVENPORT IS AN ILLUSTRATION, SEE OPPOSITE PAGE.



# The Girl That Goes Wrong

By REGINALD WRIGHT KAUFFMAN, Author of "The House of Bondage"

EDITOR'S NOTE:—This is the fifth instalment of Mr. Kauffman's sensational series dealing with the causes, conditions and cure of White Slavery. The articles are all based on data verified by the author while collecting material for his astounding novel "The House of Bondage." Each story is complete in itself. Leslie's is making a fearless crusade against the terrible peril of the social evil. We are determined to get at the facts and to publish them without fear or favor. Mr. Kauffman's stories will be followed by the startling reports of other special investigators.

## The Girl That Studied Art

**I** DIDN'T intend to tell this story. It was not included in the original plan of the present series, because I wanted the present series to be solely typical and because I believed that the case in point was exceptional. Now, however, I know better.

I returned to Paris a few weeks ago, after an absence of some years. On our second evening in the city, my wife and I were sitting in front of the Cafe Pantheon, just where the Boul' Miché meets the Luxembourg Gardens and just where the greater arteries of the Quartier Latin pump back and forth the life blood of the student section.

It was a spring evening—such an evening of spring as one finds rarely anywhere save in Paris—and grave-faced young men of all nationalities, in the absurd costumes of no nationality at all, were sitting about us and strolling by—young men and women that were both young and old, slim figures upholstered to an impossible rotundity, plump figures squeezed to an agonizing slimness, pink cheeks powdered to simulate death and cheeks like the dead's painted to mimic health.

"There," said I, "is an American girl. I know she is American, because she looks so studiously French."

"And there," said my wife, "is another."

They fluttered by like the rest—like all the moths that circle the flame—some with one man, some with two and some alone. Many stopped and looked over the seated crowd, waiting invitations. We caught one's crayoned eye, and she sat down.

"Hello, America!" said she. "Do buy me a beer!"

Unusual? So we thought—then. But on the next evening we met more American girls like her. And on the next.

I got their stories. Rather, I got their story. We verified the details—the two of us. And then I recalled again the story that I had not meant to include in this series and decided to include it, because, after all, it was just this story that I had now heard told once more. It is typical—I do not say of all young girls sent abroad, unfriended, to study music or art, but I do say of a great number.

What I remembered was not a boulevard in Paris; it was a certain street in Denver. Perhaps you know the street I mean. It is a street of one-story houses with two rooms—the back room that is a bedroom, and the front room that is a show window. There are little doors opening into the front rooms; on each door is a brass plate bearing a Christian name only. In the show window, which is always open, sits the woman that uses the name on the door plate.

Not so many years ago I was walking down that street. The hour was early—for this portion of the city—and the street had few pedestrians. I was thinking of other things and I was singing, half aloud, a French nursery rhyme.

Au clair de la lune,  
Mon ami Pierrot,  
Prete-moi ta plume  
Pour écrire un mot.

I got so far and then I stopped. Another voice—it must once have been a woman's voice—had taken up the simple melody:

Ma chandelle est morte,  
Je n'ai plus de feu.

I turned. The singer was seated in the open window at my elbow.

There is no need to describe her. It is enough to say—it is surely enough—that she belonged in that frame.

"Where did you learn the song?" I asked.

Her lips, stiff with paint, tried to curve into the trade smile.

"I was born French," she said.

I shook my head. "The name on your door is an English one."

She shrugged.

"As if the name mattered," said she.

"At all events," I insisted, "the accent does. Yours was abominable."

At that she flashed. Now, one is not tender of a natural gift, but we are all jealous of our acquirements. I pressed my point and she confessed that I had guessed rightly. In the end she told me all that there was to tell.

"I always wanted to be an artist," she said.

"When I was a mere bit of a girl I wanted it. I

### How to Obtain Back Numbers

Mr. Kauffman's sensational stories are to be the main feature of LESLIE'S for several months to come. Those wanting back numbers may obtain them as long as the limited supply lasts by forwarding ten cents in coin or stamps for each copy desired. Address—LESLIE'S WEEKLY, 225 Fifth Avenue, New York.

The following stories have appeared:

"The Perils of White Slavery"	March 23rd
"The Girl That Wanted Ermine"	March 30th
"The Girl That Was Hungry"	April 27th
"The Girl That Wasn't Told"	May 11th

tried to draw pictures long before I could write the alphabet, and I grew up to believe that there wasn't anything else much worth while.

"We lived in Baltimore—my father and mother and my two brothers. We weren't really Southerners—my parents were born down East—but we were poor; and later, because I didn't like to be poor without any good reason for it, I used to tell people that my family had been ruined through its loyalty to the Confederacy. As a matter of fact, father was a foreman in one of the mills and my brothers both worked on the railroad.

"Well, as I say, I always wanted to be an artist. I know now that I hadn't much talent. I might have managed to do a few illustrations, some day, for the fashion page of a newspaper; but as for making anything like a real living at art, that would never have happened. I was just a sort of a possible second-class so-so—which is what most girls are who try to break into the game. But I thought I was a genius. I so hard wanted to be that I thought I was.

"It's no joke wanting terribly to be something that it's just not in you ever to become. Deep down in your heart, where you never know it, you mistrust yourself, and that makes you hate everybody else. It makes you bitter.

"The worst of it was that my own family encouraged me. They were so kind that if I'd said I was an angel, they'd have seen the wings, and they loved me so much that they'd have sold the carpets to buy me an aureole. I just went among them living on their praises, and by and by I never seemed to put my foot on the ground—simply lived in the clouds from sunrise to sunrise.

"Well, of course I couldn't spare the time to learn to cook or sew, and of course I couldn't waste my inspiration over the regular studies in the public school. I didn't see what use an artist would have for a needle or a frying pan or a history of the world. What I wanted was an instructor in art with a large A; so naturally poor father drew some of his building-association cash, and mother, she got up the stocking from the mattress, where she kept what she could save from the market money, and they sent me to a man that said he knew all the art there ever was.

"He didn't. He was only one of a tremendous army of fakers that are making a living out of the brand of fool that I happened to be. Even I found that out at last, and then I changed him for another that was just as much of a sell.

"Don't get it into your head that I was bad or even fast. I was only a simpleton, like lots and lots of girls that go abroad to study art every year. I read a lot of books about artist life, but they were the sort of books that cover things over and turn your head instead of showing things up and keeping you sane. I knew about as much about the real facts of life as I knew about the real facts of art.

"Those books helped a lot. They were all Paris—a Paris that never was and never could be. You know what I mean—studios and music and dancing, chafing-dish suppers to-night and the Prix de Rome to-morrow. You have a good time and the government buys your masterpiece for the Luxembourg, and you marry the poor painter that loved you and that turns out to be a Los Angeles millionaire in disguise.

"After about a year of that I decided it was Paris or nothing. I'd never wanted to begin drawing anywhere short of the life class, and now—Well, no Peabody Institute for me.

"So I went to Paris. Yes, I did. I figured it all out—from the books, of course—and I proved to the satisfaction of the family that I could live in the Latin Quarter on thirty-five francs—on seven dollars—a week, and live well.

"Are you sure about this?" asks father.

"Sure," say I; "nearly every one does."

"Don't ask me how they got the money together. I hate to think about it. It makes me sick. But they got it—enough to send me over on a second-class boat that I thought was a palace till we had our first rough day, and enough to keep me—at seven dollars a week—for the first month. They'd starve and they'd pinch and they'd borrow, and they'd send me the rest weekly.

"I won't tell you about the chill I got when I got off the Antwerp train at Gare du Nord, and I won't tell you how I felt when I found that the French I'd worked up was no more French than it was English—and not as much. What'd be the use of telling you? They all go through it, those art girls—nearly every one.

"Somebody'd given me the name of a pension on the Rue St. Jacques, and I went there, and about the time I owed my first bill I remembered that I hadn't counted on my washing—that I hadn't counted much of anything in that thirty-five francs a week.

"Nearly every one does—they all told me so. You can't be happy in Paris without enough to live on any more than you can be happy while you're starving anywhere else.

"I don't mean that I really starved. I only mean that I had to miss some meals and had to skimp the others. I mean I was underfed and badly clothed and rather badly housed. I couldn't ask for more money; they were working their fingers to the bone, back in Baltimore, to give me what they did give, and I couldn't have had it in my heart to ask for more even if they had more to send me. I was just homesick and lonely and poor.

"Well, there's no use giving you details. I guess you can see how it was. There was a little Italian boy, a student, in our pension, and he used to take me out for a stroll up the Boul' Miché of an evening, and sometimes, when he felt flush, we'd stop at the Cafe Pantheon for a glass of coffee. I was just ready to fall into anybody's arms when he told me he loved me—that's the way with nearly all the girls over there; but I knew he was about as hard up as I was, and so I asked him how in the world he ever expected to be able to support a wife.

"You ought to have seen his face! He was a pretty boy, with curly black hair and the big black eyes of a baby, and there never was such an innocent child as he was when he answered.

"Why," he told me, "I mean we can do better together, keeping house in a little studio of our own, each paying a share, than we can do this way at the pension. Marriage? Why should we marry? We love each other!"

"I got mad, of course, and I asked him if he really meant me to do such a thing as he proposed.

"Surely," says he, with that innocent look of his. 'Up here nearly every one does.'

"Well, I wouldn't speak to him for a week; but at the end of that time, the idea being in my head, I began to look around, and I found that what he told me was the truth. Most of the girls and boys were perfectly frank about it—to each other—though you're never supposed to say anything about it to an outsider. Lots and lots of them keep house that way together, because they say it's cheaper and more companionable, and most of them separate at last, perfectly good friends, and never meet again. The fellow goes away and marries and never tells his wife, and the girl goes away and marries and lies to her husband.

"So in the end I did what nearly every one else did. I gave in.

"We had a little room at the top of a house in a crooked street just off the Rue de la Sorbonne. We tried to learn to cook and we tried harder not to be lonely. There were enough couples like us to give us plenty of company, and I really did begin to get along some with my work.

"We never had but one quarrel that was any-ways serious. Victor—that was his name, only I always called him Beppo—got up before me one

(Continued on page 590.)



# Are You on a Sucker List?

By FRANK FAYANT

**EDITOR'S NOTE:**—Hundreds of millions of dollars have been stolen from the gullible American public by financial fakers during the last five years. Wildcat shares of bubble mining, fake oil and industrial companies have been exchanged for the hard-earned savings of people of small means. The modern get-rich-quick game puts the South Sea Bubble mania in the kindergarten class of financial chicanery. One company, recently raided by the government, was taking in \$1,000 a day on the sale of worthless paper. A second concern had scooped in \$5,000,000 before the government stopped it. You may be invited to be the next victim. Mr. Fayant is a well-known financial writer and has devoted years to a careful investigation of the methods of wildcat stock sellers. His revelations and his warning may be the means of keeping your bank account safe and snug where it belongs—a sure friend for a rainy day. The second article, "How Financial Fakers Get Your Money," will follow in a forthcoming issue.

**I**N THE good old days of wildcat-company promoting, a circus-poster announcement or two—promising big dividends and a skyrocket rise in the shares—was all that was needed to get the money of the gullible in exchange for stock certificates. One of the financial charlatans of the South Sea Bubble days in England, two centuries ago, advertised one morning that he would receive subscriptions for "a company for carrying on an undertaking of great advantage, but nobody to know what it is." A mob of the credulous besieged his door, eager to buy the mysterious shares; by evening he had taken in two thousand pounds sterling and was off for the continent.

Nowadays such "coarse" work as this does not appeal to the public. The hordes of mountebanks of the market-place have found that they must work hard these days to exchange paper certificates for good money. Stock jobbery has developed into an art like any other business. If you would sell worthless or nearly worthless company shares, you must talk your victims into buying, just as the itinerant venders of cure-alls used to ply their trade. The talking now is done through the mails. Letter writing has become the chief resource of the stock jobbers. The successful wildcat promoters to-day are those who can write "strong" letters. As a professional vender of "sucker lists" says, "It doesn't matter what your proposition amounts to—it's what you say and how you say it that sells the stuff."

If a stranger offered you stock in twenty different companies, promising for each that it would make you rich; and if each of these, one after the other, disappeared in thin air—and if he then tried to sell you stock in a twenty-first venture, would you put your money in it? You say no sane person would. But a stock-jobbing firm did no better than this in New York for six years and sold stock to twenty-seven thousand so-called investors. How did they do it? By letter writing. Their letter writer sent out such tempting, heart-to-heart talks to the victims that they couldn't resist sending in their money. His letters were drawing in a thousand dollars a day.

The letters of the get-rich-quick game, since the days of the notorious Dean discretionary pool scheme, when one Sam Keller wrote the letters that got several million dollars of the public's money, have all been framed along the same lines. When an especially clever phrase-maker coins something new, all the other letter writers steal his thunder. Stock phrases do duty year after year. Here are some of them: "A mountain of ore," "Millions of dollars' worth of ore blocked out," "A gusher expected any day," "Stock soon to be withdrawn from the market," "Dividends will pay your installments," "Big dividends and as safe as a bank," "All the money from stock sales goes into the treasury," "Best investment ever offered to the public," "The opportunity of a lifetime," "A fortune from a small investment," "A competence for your old age," "Act immediately," "Buy all this stock you can," "Put your last dollar into this," "An investment, not a speculation," "No client of ours has ever lost a dollar," "You cannot lose through us," "The most liberal offer we have ever made," "Beware of wildcat stock sellers," "We believe in honesty and the square deal," "We are keeping this stock out of Wall Street," "We have another Calumet and Hecla," "Remember Bell Telephone," "Here is a chance to get in on the ground floor," "Get in before the advance," "To-morrow may be too late," "Your last chance," "The eminent bankers and capitalists on our board of directors."

When you once get your name on the "sucker lists," you become the target of the letter writers. There's going to be a big slump in the "sucker list" market. Brokers with "inside information" of the topheavy condition of the market are quietly getting rid of their wares. A "sucker list," in the vernacular of the financial underworld, is a list of names and addresses of investors in stocks, but especially of those who have bitten at the bait flung out by get-rich-quick charlatans. For "good, fresh names" the market has been very steady lately around twenty dollars a thousand. For names "only worked once," as the phrase goes, higher prices have been asked, while well-worked lists have been selling as low as a dollar a thou-

sand. But prices are going to smash. The Court of Appeals has broken up the "monopoly" that has held up prices in the "sucker list" market, and prices will hereafter be fixed by the natural laws of supply and demand. It is believed that under the liberal corporation law of New York, as recently interpreted by the Court of Appeals, "sucker lists" will soon be selling as low as a dollar a thousand for "prime, fresh names."

It has come about in this way. For sixty years there has been a law in New York State giving corporation stockholders the right to inspect the stock books of foreign corporations having an office in this State, and imposing a penalty of \$250 for refusing to allow a stockholder to look at the books. The courts have always interpreted this law as giving an honest stockholder in a company the right to look at the stock books for any honest motive. Whenever some busybody has bought one share of a company's stock for the sole purpose of getting a look at the books for his own profit, and probably the company's harm, the courts have refused to listen to him. When a



FRANK FAYANT.  
Who tells how the financial fakers get your money.

stockholder has sought to exercise the statute right, the court has asked, "What is your motive?" and unless the motive has seemed proper the court has denied the privilege.

But now, if you want to get a list of the stockholders of any foreign corporation doing business in New York, all you have to do is to buy one share of the stock, go around to the offices and copy the names from the books, and then sell your one share. This puts you in possession of a list of investors, with their individual holdings, that could not be obtained in the ordinary course of business without the expenditure of a great deal of time and money.

This liberal interpretation of the law was recently made in a suit brought by a firm of Wall Street brokers who wanted to get the list of stockholders in a well-known industrial corporation. The Appellate Division decided against them. Justice McLaughlin said, "I cannot believe that the Legislature intended that a person, by purchasing one share of stock out of an authorized issue of one hundred and fifty thousand, should thereby acquire the right to inspect the stock book for as many days as he sees fit and copy the names and addresses of the stockholders for purposes purely personal, not connected in any way with the corporation or to protect his interest therein." But when the case was taken to the Court of Appeals, the decision was reversed and Justice Bartlett said, "The law recognizes an absolute right in the stockholder and imposes an absolute duty upon the corporation. The law requires no statement of any particular intent upon the part of the per-

son demanding the inspection. He must be a stockholder and must present his request during business hours; that is all."

All the get-rich-quick financiers and wildcat-stock brokers will soon be invading the corporation offices and setting their clerks to copying the stock books. A few brokers have heard of the decision and are copying the lists day after day. One firm of wildcat-stock dealers is getting the lists of stockholders in new companies whose stock has been sold by brass-band methods. The promoters are making a loud howl, but they are compelled to sit by while outsiders come in and get their lists of names that have cost them thousands of dollars to obtain.

When the late lamented Burr Brothers, Inc., made out their first "balance sheet," they proudly placed at the head of their "assets" the item, "List of names, \$270,000." This was the amount of real money they figured they had spent in circus-poster advertising and heart-to-heart-talk letter writing to get the names of 27,000 credulous people who were willing to exchange their good coin for nicely printed stock certificates in mining, oil and industrial enterprises. Later on in their career the Burr boys, with that laudable business conservatism they always showed in their financial undertakings, from the time they first sold "gents' furnishings" out in Leavenworth, Kan., took pattern after other captains of industry by "writing off" \$170,000 from the "List of names" in the balance sheet. This brought the valuation of the 27,000 names, or "suckers," down to a round \$100,000, or \$3.70 per "sucker." To the man unfamiliar with the game of exchanging stock certificates in bubble companies for real money, \$3.70 may seem a pretty high valuation to place on the name and address of Mr. E. Z. Mark, of Painted Post, N. Y. In fact, it is, as prices go. But many a company promoter has spent a good deal more than \$3.70 a name to build up his list of victims.

The other day there appeared this advertisement, under the heading "Financial," in one of the Sunday newspapers:

List of the names, addresses and stockholdings of the 5600 shareholders in a leading mining company listed on the New York Stock Exchange. Price, \$100.  
..... & Co., .. Wall St., New York.

Soon after this advertisement appeared, the stockholders of the big Nevada gold producer, Goldfield Consolidated, began to receive bunches of get-rich-quick circulars from promoters and brokers. Now, every one of the 5,600 owners of Goldfield "Con" is on a "sucker list"—in fact, a good many "sucker lists"—as the list that the Wall Street wireless brokers advertise for sale is that of the Nevada mine.

A gilt-edged "sucker list" is the chief asset of the financial bubble-blower. It was the famous Chicago "sucker list" gathered by Van Winkel that was the basis of all the "discretionary pool" schemes that took millions of dollars out of the credulous before the government finally broke up the game. Van Winkel craftily formed the American Lithograph Company, in Chicago, during the World's Fair year. The company sent out a letter to all the managers of telegraph offices throughout the country, announcing that it was publishing a beautiful set of World's Fair pictures that would appeal to persons of means and taste, and that it would be pleased to present a set of these pictures to the manager in appreciation of his courtesy in sending a list of persons who used his office to telegraph orders to Chicago Board of Trade and New York Stock Exchange houses. In this way Van Winkel got a gilt-edged list of 300,000 speculators. All of these speculators were not "suckers," but Van Winkel figured that out of every ten fortune-seekers he would find one "sucker"—and he did.

When Van Winkel started business he didn't have enough money to pay the postage on the circulars he sent out to the telegraph offices. He got credit at the start for thirteen dollars' worth of printing. At the end of six months he was spending \$1,000 a month for printing. Van Winkel's game was the plain "discretionary pool" swindle. He announced that he had "inside information" on the stock and grain markets and would speculate for his clients—with their money, of course—for a percentage of the profits. The

(Continued on page 603.)



# With the Players



"FOLIES BERGERE," NEW YORK'S LATEST NOVELTY.  
New restaurant-theater music hall, which opened last week with an elaborate array of French and American artists.

PHOTO WHITE



LOUISE GUNNING.  
In "The Balkan Princess," a lively musical attraction at the Casino.

PHOTO WHITE



"THE LIGHTS O' LONDON" AT THE LYRIC THEATER.  
The revival of this entertaining melodrama has proved a popular success with New York theater-goers. Thomas A. Wise, Marguerite Clark and Jeffries Lewis.

PHOTO WHITE



YVETTE.  
A prominent member in the large company of entertainers at the Winter Garden.

PHOTO BANGS



JANETTE DENARBER.  
A chic Parisienne, who sings and dances at the "Folies Bergere."

PHOTO WHITE



GRACE NORMAN.  
The eleven year old little girl who is an important member of the Ch. Frohman forces.

PHOTO WHITE



GRACE WASHBURN.  
A handsome young American woman appearing at the Winter Garden.

PHOTO BANGS



RICHARD BENNETT.  
Who plays the leading role in "The Deep Purple" at the Maxine Elliott Theater.

PHOTO MOFFETT



# How a Banker Would Compel Peace

By JAMES SPEYER

EDITOR'S NOTE:—MR. SPEYER IS ONE OF THE MOST EARNEST SUPPORTERS OF THE WORLD-WIDE MOVEMENT IN FAVOR OF UNIVERSAL PEACE. HE IS A MEMBER OF THE WELL-KNOWN BANKING FIRM OF SPEYER & CO., OF NEW YORK, AND IS ONE OF THE ABLEST FINANCIERS OF THE YOUNGER GENERATION. HE IS A DIRECTOR OF A NUMBER OF PROMINENT RAILWAY AND INDUSTRIAL CORPORATIONS AND



HIS ADVICE AND COUNSEL ARE EAGERLY SOUGHT BY LEADING CAPTAINS OF INDUSTRY ON BOTH SIDES OF THE ATLANTIC. HIS DECLARATION PUBLICLY MADE IN FAVOR OF FINANCIAL NEUTRALITY AS A POTENTIAL INFLUENCE IN BEHALF OF PEACE BETWEEN THE NATIONS HAS ATTRACTED WIDESPREAD ATTENTION AND JUSTIFIES LESLIE'S WEEKLY IN GIVING IT WIDEST PUBLICITY.

**T**HERE are some business men who think that when one of their number publicly expresses his opinions on more or less abstract subjects, it is an indication that he has joined the ranks of the theorists. Of course we business men have to reckon with facts and figures and realities, but I think all will agree with me that no great success has ever been achieved by men who do not also possess a certain amount of idealism and imagination and a firm belief in the honest common sense of the American people. This is the foundation for that optimism which is so well justified in this great country of ours. A goodly number of clear-headed business men are seriously working for international peace, and I therefore feel encouraged to submit a few suggestions, actuated by a desire to assist to a slight extent in reaching the goal toward which our efforts are now directed.

We frequently hear the remark that "there always have been and there always will be wars." Great wars of conquest, pure and simple, or wars caused by religious fanaticism are practically things of the past. To-day we find that the extension of commerce and industry and commercial advantages are the mainspring, the *leitmotif*, of the policy of civilized nations. Each nation is desirous of extending its commerce, and only too often does the resulting rivalry lead to customs struggles, international irritation and complications, which become a strong contributory cause if not the real reason for wars. Such complications and wars are the greatest enemies of commerce not only by diminishing or stopping the free intercourse between peoples, but also by largely destroying the fruit of commerce and industry—wealth.

A great part of the wealth of a nation is represented by the savings and investments of its individual citizens, and we may well ask whether these savings of each nation could not be employed in such manner as to render such disturbances of its commerce less frequent and severe. So far it has rather been the aim of the governments of rich nations to limit, as far as possible, the investment of the savings of their own citizens to their own national and colonial enterprises and securities.

The minds of some of our leading men are occupied just now with the consideration of the extent to which the surplus wealth of the United States should be employed in financing Central and South American countries, thereby extending our legitimate sphere of influence. The construction of the Panama Canal and the large investment which the United States has made in that work have, perhaps more than we realize to-day, extended our political influence and responsibilities over the whole region north of the canal up to our own border. The logical consequence, it seems to me, of our upholding the Monroe Doctrine, which makes it difficult for foreign creditor nations to collect what is due them in case of default of Central and South American countries, must be that we ourselves assume, in more or less definite form, the task of assisting these creditors to receive what is justly

due them and of keeping order in these countries. But quite apart from the investments made by older countries in those that are still less developed, and therefore offer greater chances of profit, should not the few really great world Powers also make an effort in their own interest to encourage their citizens to invest their savings in the enterprises and securities of other first-class nations?

If the people of one country are financially interested in the affairs and enterprises of another country, this will produce not only more frequent intercourse, but substantial mutual interests and good-will. No great nation would readily go to war with another when the savings of its own citizens would thus be jeopardized. Is it, for instance, conceivable that France, which to-day owns such an immense amount of Russian securities, would think of going to war with Russia, even if there were no political alliance or understanding? Certainly not. International financial links, moreover, lead to more accurate knowledge of the conditions—financial, social, economic and political—of other nations, and such closer study and more accurate information have the result of explaining many things, showing the other point of view and other peoples' legitimate aspirations, and of thus removing misunderstandings which otherwise might have grave consequences.

While, in the excitement of the moment, patriotic feeling may carry a nation into a war, relying on its own resources, history shows that but very few nations in modern times can carry on any prolonged foreign war with their own resources only. How long, for instance, would the war between Russia and Japan have lasted, or how soon would it have ended, if neither of the belligerents had received financial assistance from so-called "neutral" Powers? Indeed, it might be asked whether Japan would have embarked in this war if her statesmen had not known that they could rely on the financial assistance of England. These great Powers, France and England, who so scrupulously preserved neutrality as laid down by international law, and who saw to it that such neutrality was maintained by their citizens, did not hesitate to assist the belligerents in the most efficient way to carry on the conflict—with money. Money enables the belligerents to buy powder and shell and all they need to carry on war, and it certainly does not seem logical that neutral Powers should be allowed to send money when international agreements will not allow them to send the ships and war materials which their money buys.

We find to-day in Europe that in times of peace certain governments will not allow their bankers to take and place foreign loans in the home market unless the purposes for which the loan is to be used are known and approved, and at least part of the proceeds are used by the borrowing nation for expenditures in such home markets for the benefit of the lending nation. I do not believe that it is generally known in this country to what extent such supervision by the French and German governments, for instance, goes, and as an illustration

I would like to cite from memory what happened last year when the Young Turk party wanted to place abroad a loan of the Ottoman Empire. They went to Paris as the cheapest money market, but when they applied to France, the French government, which supervises the listing or official quotation of securities on the Paris Bourse, wanted to know for what purpose the loan was to be raised, and if ships, et cetera, were to be bought, whether they were to be bought from the lending nation. The Turkish finance minister did not want to submit to any conditions, and, according to the newspapers, negotiations were begun with a prominent English financier, who seemed to be willing to make the loan. The French government called the attention of the British government to the so-called *entente cordiale* between France and England, and intimated in a more or less direct way that they would consider English bankers making a loan which France had declined as a rather unfriendly act. The English government thereupon notified the financier and English banks generally that they would not like the loan to Turkey made by them, and it was not made by them. The Turkish government finally obtained the loan from Germany and Austria on terms satisfactory to the governments of these nations. Now, if such supervision and control of the bankers already exists in time of peace, it does not seem a wide flight of imagination to suggest that the great Powers might agree to exercise such control in times of war between third parties and to maintain in future what, for want of a better term, might be called "financial neutrality."

In case two nations went to war without first submitting their grievances and differences to arbitration or judicial settlement at The Hague, why should the other neutral Powers not bind themselves not to assist either of the belligerents financially, but to see to it that real neutrality was observed by their banks and bankers? There is little doubt that this could be done. If no financial assistance could be obtained from the outside, few nations would, in the face of this most effective neutrality of the other Powers, incur the peril of bankruptcy. Some wars would probably not take place at all, and those that could not be avoided would certainly last a much shorter time.

We in the United States are proud of being called a business people. Uninterrupted peace is of more importance to business than the tariff reform, free trade or currency reform, or even reciprocity with Canada. It is a business question, and we business men of the United States should insist on international agreements making for peace. We are indeed fortunate to have at the head of our government a man who, without giving way to false and dangerous sentiment or ignoring existing conditions, continuing the policy of his predecessor, is courageously leading in this world movement. We should make it our business, as it is our duty, to back up President Taft. *James Speyer*



# The Passing of the Dive Saloon

The Remarkable Fight the Allied Brewing Interests Are Making to Suppress Vicious Drinking Places

By JOHN KIRK

**W**HETHER people shall have or be denied the legal right of selling and buying liquor has been a much-debated controversy, the many aspects of which have occupied the arena of political action throughout the United States. Each side has presented every possible argument; the contentions brought out by both are tolerably familiar to every one. But there is one new development, embracing an entirely novel outgrowth of this agitation, which is producing some interesting and beneficial results. The saloon itself as a social entity has its legions of both supporters and foes, each of whom may win or lose alternately or successively at the polls. But the vicious brand of saloon, with its sinister, obnoxious features, has no defenders.

The problem, however, has been how to get rid of these obnoxious saloons, without at the same time depriving the many who favor the saloon of their right of free access. Until now it has been a difficult and apparently an unsolvable problem. To be able to sell liquor, it is essential to be able to get the unrestricted supply of liquor; this the vicious as well as the decent saloon has hitherto had no difficulty in doing. Engaged in the most active competition with one another, the one absorbing aim of the manufacturers of liquor was each to extend his trade as much as possible. In this straining the line was drawn nowhere and public sentiment was ignored. The evil saloon was also (as it still is, comparatively) deeply rooted in politics; the owners of these places were able to defy the law and to hand out orders to public officials, whose nominations and elections they usually dictated and whose political careers they controlled. True, there have been excise boards and police departments and district attorneys with ample laws to act upon; but these officials almost invariably have been the creatures of the political masters, and, even when they have not been, the exercise of "pull" has hitherto been powerful enough to keep the evil saloon from being molested.

But conditions are changing. What reform administrations have acknowledged their inability to do is now gradually being accomplished by entirely new methods and tactics, and, significantly enough, on the part of the very corporations who have been accused of determining to profit from the traffic. This transformation graphically illustrates the altering attitude of corporations toward public sentiment. The present fight of the allied brewing interests of the country to suppress the dive saloon is a sign of the new order.

The recent closing out of a large number of the low type of saloon in Ohio, New York, Chicago, Milwaukee, Pittsburgh and other places and the persistent campaign now being waged in those and other localities are results of this new warfare. In Cincinnati, for example, six of the former most notorious resorts in the city now are vacant and with "To Let" signs. These places had long been given immunity by political "pull"; their proprietors boasted that they could not be put out of business. Apparently they could say this with authority; neither the local officials nor the law-and-order organizations could dislodge them. One of these resorts was a boisterous combination concert hall and saloon on Vine Street, which was a general rendezvous for crooks and women of a certain type, awaiting prey. There were two others as bad.

What influence was it that suppressed these and other such dive saloons and brought about a dozen indictments after the combined efforts of churches, civic organizations and some of the local officials had failed? Novel as the explanation seems, it was that of the brewing interests of Ohio. In former years, when competition was the law of the business world, each brewer acted independently of the other, without any association or unity of interest. So far as trade goes, competition still prevails, but not in the old sense of detached interests. The brewing interests have come to realize (what other corporations are beginning to comprehend) that it is the part of wisdom to defer to the demands of advancing public sentiment. The fierce competitive wars of former years carried the agents of the brewers much further than the corporations themselves cared; to secure trade, the agents frequently financed saloons, and they were sometimes not too particular as to the character of the saloons. Hence it happened that the owners of the breweries were often confronted with the fact that they held mortgages on places of an extremely dubious character. This condition is becoming a thing of the past.

Welded as they now are in a powerful national organization, the brewing corporations are able to agree on a united, although not as yet perfect, plan of action. At first, their resolution to wipe

out dive saloons was received with skepticism. But events have proved that it was meant in earnestness, and it has now reached a point where, in many places, when a dive saloonkeeper is told to quit, he realizes that he had better do so at once, rather than face what will be for him an expensive and losing contest. In Ohio alone about three hundred vicious saloons have thus already been suppressed. The owners and inmates of these places treated the first news of this campaign as a joke. They began to view it more seriously when word came that no more beer would be sold to disorderly saloons. This was a surprising situation; throughout all former years if one brewer would not sell, a brewer in a distant city, not being too familiar with local conditions, could easily be induced to ship beer. But here were all the brewers acting in unison. In Cincinnati there are twenty breweries, with an investment of \$20,000,000, and in Ohio a total of one hundred breweries, representing an investment of \$100,000,000. The whole of this immense interest stands together in fighting the dive saloon.

The stoppage of supplies of beer was not considered sufficient; the breweries can refuse to sell beer, but they do not control the output of whiskey and other liquors. Furthermore, it was possible for the dive saloon to obtain its beer through go-betweens or middlemen. The brewers decided that nothing less than the total extinction of these places would suffice. To this end they organized a State Vigilance Bureau, backed with the most ample funds for the continuous employment of a corps of detectives and for the engaging of able counsel to prosecute offenders in the courts and to keep on prosecuting them until they were bankrupted or they quit or changed their obnoxious business. At every turn this campaign was clandestinely obstructed by both petty and big political bosses and grafters, who with alarm saw their fabric being undermined. If the movement had depended upon a single individual, it might easily have collapsed; the drain upon energy and resources would have been too great. But it was a movement supported by the whole great financial power of the associated brewing interests. From the headquarters of the Vigilance Bureau, in Dayton, an incessant activity has radiated that in every city and county in the State of Ohio has obliterated dive saloons, caused hundreds of indictments and compelled several hundred other places to reform their character. Meanwhile, the passage of what is called the Dean law by the Legislature was procured. This act is one of the most drastic in the United States. Passed in 1909, it provides:

- That no man who is not an American citizen shall conduct a saloon.
- That a man convicted of felony shall not run a saloon.
- That a saloonkeeper shall not sell to minors or intoxicated persons.
- That no gambling shall be allowed in a saloon.
- That no improper women shall be allowed upon the premises of a saloon.
- That no improper pictures shall be exposed in a saloon.

When this act was passed, the Ohio Brewers' Association and the Ohio Wine and Spirit Association had printed in conspicuous type a broadside containing the provisions of the law and giving this warning:

Any violation of the above will result in the saloonkeeper forfeiting permanently his right to remain in business. Every saloonkeeper shall join in seeing that this law is strictly obeyed. If your competitor violates it, he is injuring you as well as the industry at large. Do not follow his example, and think that by this means you will retain customers who might otherwise patronize him. But communicate at once with the Ohio Brewers' Vigilance Bureau, giving the name and address of the saloonkeeper, with such evidence as you have of the violation he is guilty of, and this bureau will immediately investigate the case, and if necessary, prosecute the same. Bear in mind that it is to the interest of every saloonkeeper who conducts a decent, reputable place to see the disreputable saloon put out of business, for it is the existence of a few law-defying saloons that is endangering the entire industry.

The Dean law supplied the Vigilance Bureau with wider facilities under which to present evidence for indictments. In Dayton the bureau caused eighty-three arrests of men violating the law's provisions in some way or other. Five malodorous saloons have been put out of business in Cleveland and many indictments found. The same number of bad saloons have been closed out in Canton and thirty-seven convictions secured for various violations. In Sandusky, Lima, Galion, Lancaster, Defiance and other cities a similar purifying process has been accomplished. In Chillicothe the three particularly obnoxious saloons have been wiped out and two other saloons regulated.

For the large number of evil resorts Chicago has been notorious. Recently a resolution was passed by more than forty brewing corporations, representing virtually all of that industry in Chicago, Milwaukee and St. Louis, that they would sell no more beer to such places and pledging themselves to exercise the utmost care in dissociating

the trade from any place of bad reputation. The president of the Kentucky Brewers' Association, at a recent meeting of that body, initiated the same action. In Texas, Wisconsin and other States drastic acts similar to the Dean law of Ohio have recently been passed. The provisions of these laws have been posted broadcast by the brewers, with warnings that violations will be prosecuted to the limit. Among other provisions, the Robertson-Fitzhugh law of Texas prohibits the sale of adulterated or impure liquors, the sale to minors or permitting minors on the premises, the sale to habitual drunkards after notice, the sale to any student, the employment of any female servant and the having of any piano, organ or other musical instruments on the premises. Boxing, wrestling and other contests in saloons are prohibited, as also any billiard or pool table, bowling alley, cards, dice, dominoes or any gambling device. No improper woman or any singer or dancer is allowed in any saloon. Noises and loud, boisterous or vulgar language are put under the ban of law, and likewise are obscene pictures. Violation of any of these provisions entails the positive forfeiture of license, the recovery of \$500 on bond and either fine or imprisonment or both.

Upon evidence presented to the State comptroller of Texas by the Texas Brewery Association, more than five hundred saloons were this year refused a renewal of license and had to go out of business. Under the law the State comptroller deputized a commissioner to take testimony in each case. Neither the convicted saloonkeepers nor their bartenders can get licenses for five years, and even then only under close restrictions. There can be no appeal from the State comptroller's ruling, the law being particularly framed so as to remove the saloons from local politics. Fully as stringent and sweeping is the new Wisconsin law, which was prepared by lawyers acting for the Wisconsin Brewers' Association.

These are some examples of the war on the dive saloon now being waged throughout the country. But in the large cities it is not so easy to get rid of the dive saloon as it may seem. The law is one thing; the enforcement of it quite another. For years the Committee of Fourteen has been zealously working to clean out these black holes in New York City, but until the combined power of the brewers was put at the committee's disposal, the most serious checks and obstacles from the politicians and property owners were met with at every turn. The Rev. John P. Peters, of St. Michael's Protestant Episcopal Church, chairman of the Committee of Fourteen, explained whence this condition arose. What is true of New York City is true, to a more or less extent, of nearly all other large cities.

Every one familiar with the politics of New York City knows the intimate relation between disorderly saloons and the political organizations. But political corruption is only one phase. It is unquestionably true, as Dr. Peters explains, that in the public mind obloquy has attached to the retail liquor interest because, among other discreditable practices, the evil variety of saloons has raised or has been charged with accumulating corruption funds with which to bribe police and other public officials and to control elections. "But," Dr. Peters adds, "I think it will probably be admitted to be the case that they have not corrupted politics as much as some other business agencies."

A resolution passed by the brewers in New York City to refuse financial aid to objectionable places and the appointment of an investigating committee by the Brewers' Board of Trade to decide upon the places to be refused beer and surety bonds have been of the greatest assistance to the Committee of Fourteen. One notorious resort on Sixth Avenue was one of a number of such places put on the black list by the New York City brewers. The one defect in the plan thus far has been that, where all of the local brewers refuse to sell beer to a dive saloon, the owner will order it from some distant brewery establishment, the heads of which may not know the circumstances. A plan of national disciplinary scope is being devised to overcome this trouble.

Although much still remains to be done, it cannot be denied that surprisingly gratifying results have already been attained. A quarter of a century ago, when the saloon trade was largely one of selling whiskey and similar liquors, and when the beer-brewing industry was in a comparatively undeveloped state, this would have been hardly possible. With the substitution, on a considerable scale, of beer for whiskey, the power of the brewing interests has correspondingly grown, until now it is able to dictate as to the character of the places to which it sells its product and force the vicious resorts out of business.





THE "TERRA NOVA," CAPTAIN SCOTT'S SHIP.



LIEUTENANT SHIRASE,  
Leader of Japanese  
expedition.



CAPT. AMUNDSEN, leader of Norwegian



AT THE "FARTHEST SOUTH."

Last station erected by Shackleton on his  
record-breaking journey.



OTTO  
NORDENSKJÖLD  
Of the official  
Norwegian  
expedition.



ANTARCTIC SEALS TAKING THE AIR.  
Coming up out of the water at a  
"blow-hole."



ESQUIMAUX DOGS, FIRST AID TO EXPLORERS.  
No satisfactory substitute for dog traction has been found  
to pull supplies over the icy deserts.



WHERE SHACKLETON'S PARTY LEFT THE BARRIER ICE.



GLACIER SHACKLETON PARTY CLIMBING

# The Race for the South Pole, the Last

Five Expeditions, Either Already in the Field or About to Start, Have Been Organized to Equal in the Antarctic Peary's  
Promise of Success To Date the South Polar Record Is Held by Shackleton, Who Reached a Point One Hundred  
Except Those of the New Expeditions from Photo





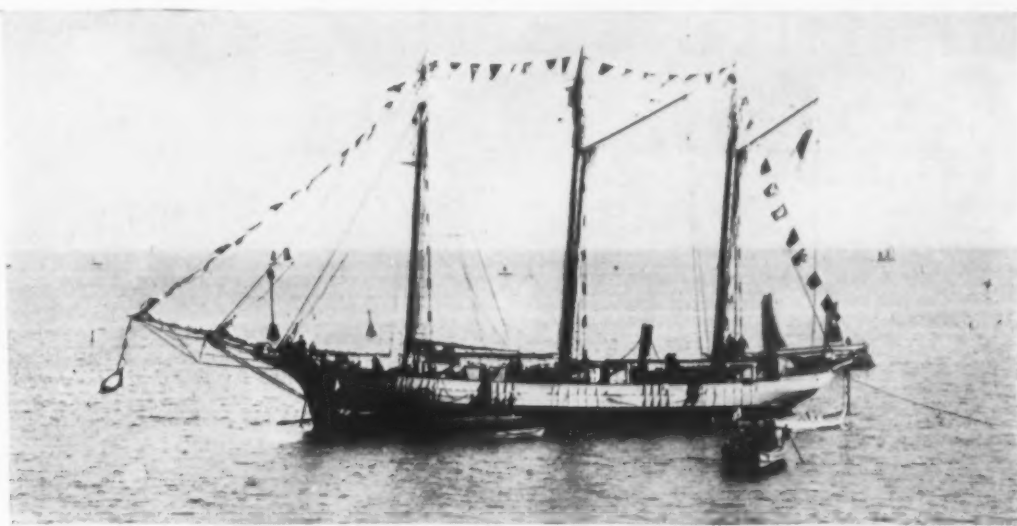
UNDSEN, leader of Norwegian expedition.



CAPTAIN SCOTT.  
Leader of the British  
expedition.



LIEUT. W.  
FILCHNER,  
Commander of  
the German ex  
pedition.

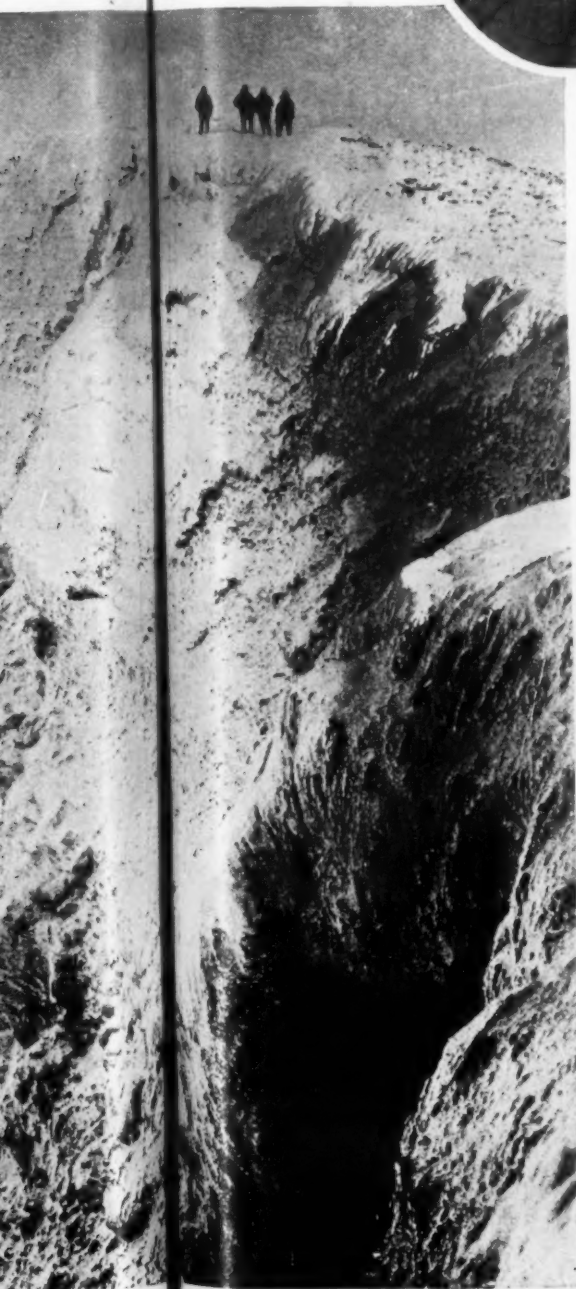


THE "KAINAN MARU," THE JAPANESE SHIP.



"PANCAKE ICE."

Just forming on the surface of the sea, the first  
stage in the ice-pack's life history.



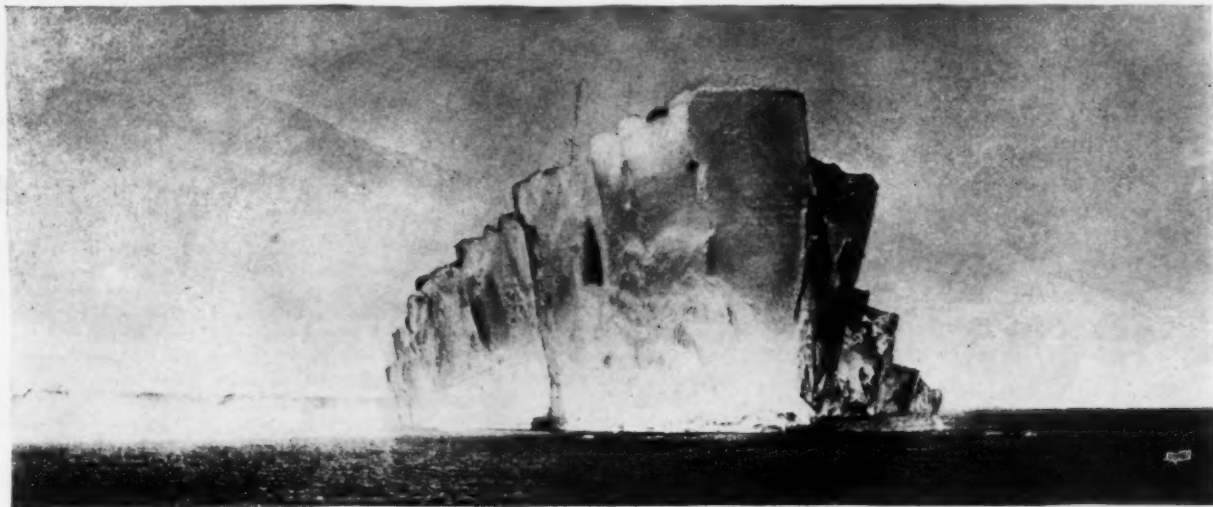
R SHACKLETON PARTY CLIMBED.



SHACKLETON'S DEPOT AT FOOT OF GLACIER.  
When the party reached here on the return from the  
"farthest south" they had been without food four days.



EXPLORERS WHO NEED NO SHIP  
A young penguin with the parent  
birds.



ICEBERGS ARE THE PERIL ALIKE OF SOUTHERN AND NORTHERN SEAS.

PHOTOS BROWN BROS.

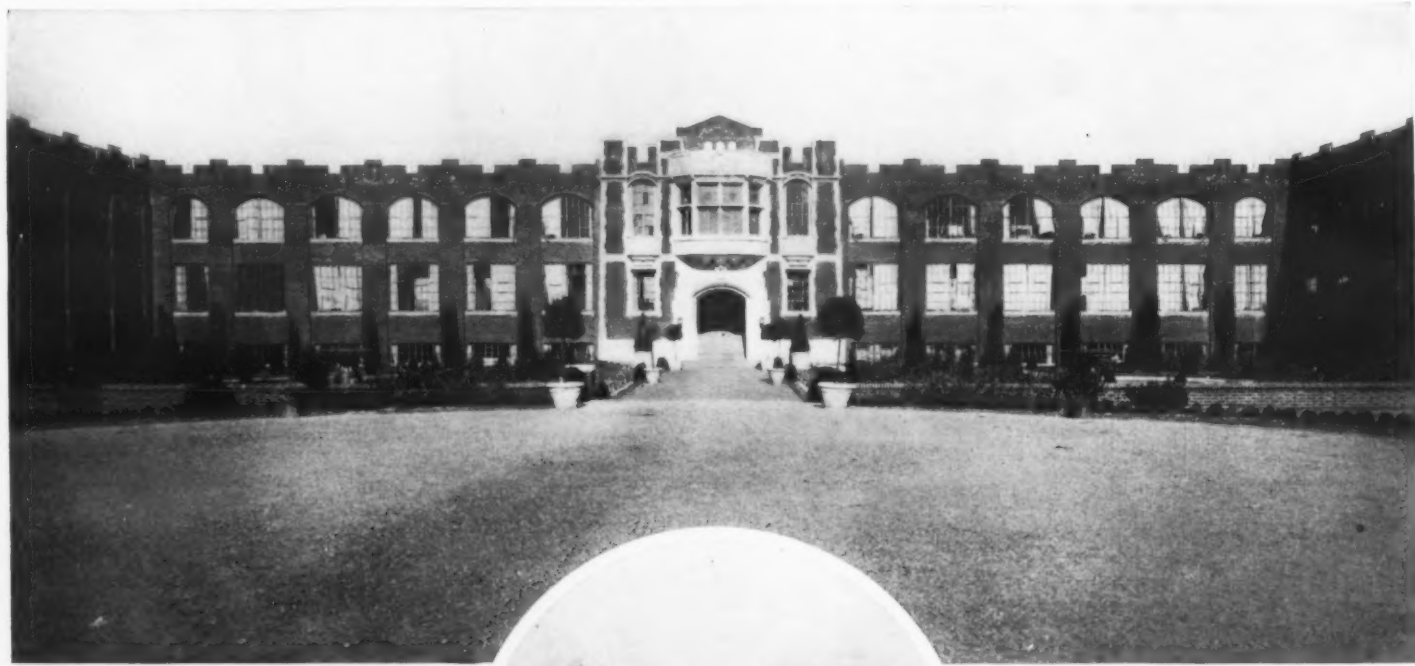
# e, the Last Great Geographical Prize

in the Antarctic Peary's Triumph in the Arctic. Of These the British, the Japanese and Amundsen's Give the Greatest  
Reached a Point One Hundred Miles Nearer the Pole Than Any Previous Explorer. All the Pictures on This Page  
Expeditions All from Photographs Taken by Shackleton.



# An Interesting Innovation of Enterprising Publishers

By HARRIET QUIMBY



THE MAIN ENTRANCE TO



VIEW FROM LIBRARY WINDOW OVERLOOKING THE COURT.

THE COUNTRY LIFE PRESS.

**P**UBLISHERS all over the country have been watching with keenest interest an experiment being made by one of them. I refer to the removal of the extensive plant of Doubleday, Page & Co., from the congested center of New York City to the ample suburbs of Garden City, on the Long Island Railroad. Here, on a forty-six-acre plot, these enterprising publishers have erected an entire manufacturing and office plant. All about the buildings the grounds have been laid out in plots artistically arranged, so that the industrial enterprise has been placed in nature's most beautiful setting.

"The Country Life Press" is the name given to

A unique conception is embodied in the plan of the Country Life Press. It not only proposes to do all its own mechanical work, with facilities to double the present daily output of fifteen thousand magazines and five thousand books, but it is planning and already has partly carried out the plan to establish nurseries, containing thousands of pines and cedars, acres of rhododendrons, a hardy garden which will change completely in its bloom every three weeks, from daffodils in April, reflected in the fountains, to chrysanthemums in November. A greenhouse is to be built, a remembrance garden to receive plants sent by authors and friends, a rose garden of ample proportions and model vegetable gardens.



PRIVATE DINING-ROOM IN WHICH THE MEMBERS OF THE COMPANY ENJOY THEIR LUNCHEON, WHICH IS SERVED FROM THE WELL-EQUIPPED KITCHEN ADJOINING.



GLIMPSE OF THE LUXURIOUSLY FURNISHED LIBRARY WHICH SERVES ALSO AS A RECEPTION ROOM FOR VISITORS.

this marvelously well-developed conception of the artistic and the practical in the printing and publishing business. It fully synchronizes with its creed, which is to foster a love with wide outdoors, to inspire communion with nature, to preach the gospel of the garden and to help with all practical problems of country living. At the public reception at the Country Life Press on May 23d, an opportunity was given to the thousands of visitors to note the realization of a prophecy. It was not a dream. Six hundred employees, half of them women, are now as busy as bees in the well-lighted and roomy buildings which in the brief period of a few months have risen on the plains of beautiful Garden City.

Only twenty miles from the heart of New York, on an electrified branch of the Long Island Railroad, which makes the run to the Pennsylvania Railroad in New York in thirty-five minutes, the Country Life Press has all the advantages of abundant room, the best of light and the purest air. Conveniently and moderately rented cottages are

at hand for the employees, a baseball field and tennis court for their diversion, and there is a restaurant conducted by the company, where employees are able to lunch at a price so moderate that this department is barely self-supporting. In the basement of the main plant one large room is given over to a well-equipped grocery store, established and conducted by the employees themselves. This store is not run for profit, but as an accommodation, and a saving of from fifteen to twenty per cent. is made by the employees, all of whom are privileged to purchase their supplies at wholesale rate. Thousands of gallons of the clearest water are pumped from the company's own well and used for pools and fountains, irrigation and domestic purposes. Figures do not give an adequate conception of the impressiveness of the new plant, but it is well to note that the main building is four hundred feet long, with wings two hundred feet in depth. The garden court in front is one hundred and twenty-five by two hundred feet, with two large fountains.

A part of the Country Life creed as set forth by its publishers is as follows:

- "To encourage country living.
- "To draw people from the crowded cities into the open spaces.
- "To foster love of the wide outdoors.
- "To keep active all things that live and grow.
- "To inspire communion with nature in all moods.
- "To encourage the owning of houses and land and to foster the love of home.
- "To teach good taste in architecture.
- "To spread the discoveries of the newest agriculture and to make farming more effective.
- "To help with all practical problems of country living."

It is already seen that in the bright lexicon of the Country Life Press no such word as "fail" can be found. We are glad of it, for no publishing firm, by uprightness, integrity and conscientious work, was ever more deserving of the substantial reward of success. And moreover such reward seems more than assured.





THE FIRST MONUMENT ERECTED IN COMMEMORATION OF THE SERVICES OF THE CIVIL WAR MILITARY CORPS WHICH WAS OF SUCH VITAL IMPORTANCE TO THE SUCCESS OF THE NORTHERN ARMY.

The following inscription appears in raised characters within the large panel surrounded by the faces of Mr. Carnegie and twenty-seven of his comrades: "To commemorate the United States Military Telegraph Corps from Allegheny County, Pa." Mr. Carnegie's telegram, quoted elsewhere in this article, then follows. Also the quotation from Grant's Memoirs. Below this quotation of General Grant appear the names of the nine comrades, photographs of whom the committee were not able to obtain. The names of four others are on the upper part of the panel in corresponding position. Five of the military telegraphers from Allegheny County, Pa., were captured by the enemy and incarcerated in Confederate prisons, namely: Robert F. Weitbrech, now a prominent citizen of Denver, Col., David Morse, David King, Thomas S. Perkins and George Holmes. The last four died in prison. The comrade to the left of Mr. Carnegie's face as it appears on the upper margin of the tablet is David Homer Bates, of New York (author of "Lincoln in the Telegraph Office"), who served as manager and cipher operator in the War Department telegraph office, from April, 1861, to August, 1866. The one to the right of Mr. Carnegie is Albert B. Chandler, of New York, who served as cashier and cipher operator in the War Department telegraph office from 1863 to 1866. He is now chairman of the Postal Telegraph Cable Company. Messrs. Bates and Chandler with Mr. Charles A. Tinker of New York are famous because of their confidential relations during the war with President Lincoln. This unique tablet was designed and modeled by Mr. Charles Keck, in the studio at 148 West Thirty-sixth Street, New York, occupied by St. Gaudens for twenty years. The tablet measures 9 by 4½ feet. Mr. Keck was St. Gaudens's pupil and assistant and studied for five years at the American Academy in Rome, where he held the Rinehart scholarship.

## When Carnegie Was a Telegraph Operator

A Tablet Which Recalls the Important Service He Rendered During the Civil War

A BRONZE tablet to the memory of the forty-one volunteer telegraphers who formed the nucleus of the Government Military Telegraph Service during the Civil War was unveiled by Andrew Carnegie, at the Soldiers' and Sailors' Memorial Hall, Pittsburgh, Pa., on April 28th. The placing of this tablet commemorates the fiftieth anniversary of the call sent to Pittsburgh by Mr. Carnegie for the first four volunteers. Seventeen operators survive and fourteen attended the ceremonies.

Mr. Carnegie's identification with the Military Telegraph Corps is of interest. Twelve years before the beginning of the Civil War he was a lad of fourteen, living near Pittsburgh. He began his work at this time as a telegraph messenger for the Atlantic and Ohio Telegraph Company, with James D. Reid, a native of Dunfermline, Scotland—where Andrew Carnegie was also born—a superintendent of the company. Young Carnegie soon developed into an expert telegraph operator. He has acknowledged this period as the great crisis of his life and, in fact, the turning point of his remarkable career. In April, 1861, when the war broke out, Mr. Carnegie, then only twenty-six years of age, was appointed assistant general manager of military railroads and telegraphs under his chief, Colonel Thomas A. Scott. Fort Sumter was bombarded on April 12th, 1861, and the thunder of the enemy's guns had not ceased reverberating over the hills and valleys of the North before the electric telegraph flashed the message from the capital calling for telegraph operators to serve in defense of the Union. That dispatch was worded as follows:

"Washington, D. C., April 22d, 1861.  
"David McCargo, Supt. Telegraph Pa. R. R.

"Send four of your best operators to Washington at once, prepared to enter government service for the war.

(Signed) "ANDREW CARNEGIE."

Two of the four who responded to the call of their country were from Pittsburgh, Samuel M. Brown and David Homer Bates. The other two were David Straus, of Mifflin, Pa., and Richard O'Brien, of Greensburg, Pa. The services rendered by the military telegraphers is recognized by General Grant in his memoirs. "No orders ever had to be given to establish the telegraph," he says. Secretary Stanton, in his annual report of 1863, asserts, "The military telegraph has been of inestimable value to the service and no corps has surpassed—few have equaled—the telegraph operators in diligence and devotion to their duties." The Military Telegraph Corps is one of the

very few branches of the service that have ever at any time been especially mentioned by name in acts of Congress, and yet, strange to say, Congress has denied the few survivors (now only about two hundred in all) pension and homestead rights that have been accorded to over a million regularly enlisted soldiers in the Civil War. The executive committee of the United States Military Telegraph Corps addressed a letter to Mr. Carnegie, in December, 1907, stating the facts of the case and asking him to grant a private soldier's pension to those of his needy military telegraph comrades whose applications, after careful consideration, might be approved by the committee. To this communication Mr. Carnegie replied, "I consider it a great privilege to furnish the sum indicated, \$144 each year, to such members of the Military Telegraph Corps as the committee recommends." One year later Mr. Carnegie extended his bounty to the widows of those comrades who died subsequently to December 16th, 1907.

### Life-insurance Suggestions.

ATTENTION has been called in this department to the efforts made by one of the insurance companies to fight tuberculosis. While it is true that it is the business of an insurance company to insure lives and not to assume the business of a health department, yet a company may find it a good business to look after the health of its policy-holders. Waste, whether of money or human life, should be avoided. The progressive Postal Life Insurance Company, which has reinsured, with the consent of Superintendent Hotchkiss, of New York, the policy-holders of the Provident Savings Life Assurance Society, is going to continue the health-conservation plans inaugurated by the latter company. The plans include a free medical examination each year for every policy-holder who desires the same. While no direct medical advice or treatment is given, such suggestions are freely offered as individual cases would warrant. What looks like philanthropy to some is simply good business sense on the part of the insurance company in keeping down its death rate.

T. Topeka, Kan.: A mistake in giving your age when insured would void the contract if that was the stipulation of the document, unless the company should see fit to accept an explanation and readjust the matter.

L. Rathdrum, Idaho: The American Bankers Life of Chicago was organized only two years ago and has not yet had opportunity to show its ability to compete satisfactorily with well established rivals. A comparison with the latter obviously could not be made on a fair basis. 2. I do not advise in reference to the purchase of securities.

P. M., Dallas, Texas: The Missouri State Life was founded in 1892. It makes a good report though its expenses of management are rather liberal. It



ARNOLD BENNETT

The famous novelist, writes:

"The tonic effect of Sanatogen on me is simply wonderful."

SIR GILBERT PARKER, M. P.

The popular novelist, writes:

"I have used Sanatogen at intervals since last autumn with extraordinary benefit. It is to my mind a true tonic, feeding the nerves, increasing the energy, giving fresh vigor to the overworked body and mind."

DAVID BELASCO

The eminent dramatic-author, writes:

"It gives me pleasure to let you know the wonderfully beneficial results I have experienced from the use of your Sanatogen. It has a most invigorating effect upon the nerves and I heartily recommend it to all who, like myself, are obliged to overwork. After my personal experience I can readily vouch for its recuperative qualities."

**"I know that Sanatogen will help you"**

THUS speaks conviction born of experience. The man who has watched and felt the revitalizing power of Sanatogen is the man who with sincerity and enthusiasm will recommend its use to others, because he knows that Sanatogen is the true reconstructor of a nervous system weakened by worry, overwork or disease. He himself has felt the benefits of its use, has felt its wonderful tonic action, its upbuilding, rejuvenating effect, its remarkable power to regenerate digestion and assimilation.

Personal recommendation lies behind Sanatogen's amazing success. Physicians recommend it (15,000 of them have stated so over their own signatures), leading brainworkers endorse it, men and women everywhere, in every corner of the globe, are earnest in its praise.

Sanatogen is today the most widely recommended article of its kind because it "makes good" and it is able to do so because it is the only true, scientific food-tonic. Sanatogen represents a scientific union of pure albumen of milk and glycerophosphate of sodium—the two vital essentials of nerve repair—in completely assimilable form. There is no duplicate or substitute for Sanatogen because Sanatogen marks a discovery and as such is protected by U. S. Letters Patent.

People of judgment no longer buy "some tonic," they buy the tonic—they buy the food-tonic Sanatogen, because they know that Sanatogen feeds and reconstructs where the ordinary "bracer" stimulates and depresses.

YOU who are run-down, nervous or dyspeptic—should grasp the helping hand of Sanatogen. Get a trial box today and so lay the foundation for better health, better strength greater vitality, greater happiness.

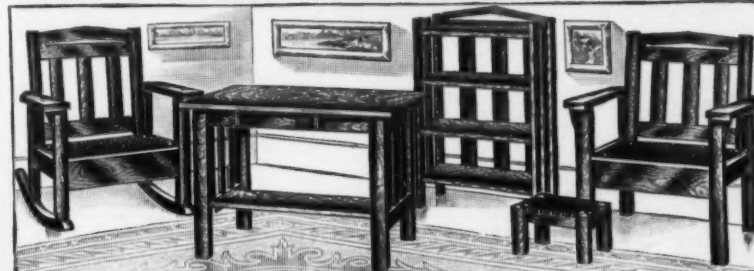
Sanatogen is sold by all leading druggists at \$1.00, \$1.90 and \$3.60

Write for a FREE copy of "Our Nerves of Tomorrow"

The work of a physician-author, written in an absorbingly interesting style, beautifully illustrated and containing facts and information of vital interest to you. This book also contains evidence of the value of Sanatogen which is as remarkable as it is conclusive.

THE BAUER CHEMICAL CO.  
528 Everett Building, Union Square, NEW YORK

## This 5-Piece Mission Set Sent for \$2.50



This beautiful five piece Mission Set is made of solid oak throughout, early English finish, upholstered, imitation Spanish leather, consists of **Rocking Arm Chair, Library Table, Foot Stool and Book Rack**, complete set only **\$14.50**

Pay \$2.50 Cash with order, \$1.25 Monthly

**CREDIT GIVEN to EVERYBODY** On Everything for Furnishing the Home

### Our Six Great Buy-On-Credit Catalogs FREE

Our Great Catalog A—Furniture and Housefurnishings—positively saves you money, shows you exact reproductions of Carpets, Rugs, Oilcloth and Linoleums in their actual colors, also illustrates and describes Furniture, Curtains, Crochery, Silverware, Baby Carriages, Washing Machines, Sewing Machines, Office Desks.

Catalog B—Gives complete descriptions and illustrations of the World's Best Stoves and Ranges.

Catalog C—Illustrates, describes and gives lowest prices on Musical Instruments, including Pianos and Organs.

Catalog D—Is the great Watch and Jewelry guide; illustrates, describes and tells how to save money.

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One or all of these elegant money saving books are yours simply for the asking—say which you want.

This great mail order credit institution is the original concern to ship goods any place in America—and allow the use of the goods while paying for them. Thousands of satisfied customers, and a successful record of over 25 years—write now this very minute to

**STRAUS & SCHRAM, Inc.** \$1.00 cash—50 Cents monthly payments. Total price.....\$9.50

33-35th Street CHICAGO, ILL.



J-1180

This Handsome Rocker, American quarter sawed oak finish, nicely carved, upholstered with chamois leather, spring construction.

cash—50 Cents monthly payments. Total price.....\$9.50

is hardly fair to compare it with the well established larger old line companies to which you refer and which would naturally have the preference.

W., Ritzville, Wash.: 1. The Central Life of Des Moines is by no means one of the largest companies but its business is showing a satisfactory increase with liberal expenses of management. I do not regard the Iowa insurance laws as any better than those of New York or New England. 2. The Western Union of Spokane has only been established about four years.

*Hermit*



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If you are honest and ambitious write me today. No matter where you live or what your occupation, I will teach you the Real Estate business by mail; appoint you Special Representative of my company in your town; start you in a profitable business of your own; and help you make big money at once.

Unusual opportunity for men without capital to become independent for life. Valuable Book and full particulars FREE. Write today.

**NATIONAL CO-OPERATIVE REALTY CO.**  
E. R. HARDER President  
1111 Marden Building  
Washington, D. C.





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of the world's bottled beers is  
the supreme position occupied by

**Old Reliable**

**Budweiser**

Its high reputation is due to its exclusive Saazer Hop flavor, its low percentage of alcohol and thorough ageing in the largest storage cellars in the world. Only the very best materials find their way into our plant.

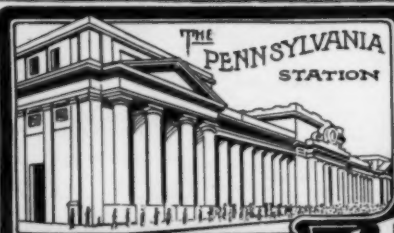
Bottled only with (corks or crown caps) at the  
**Anheuser-Busch Brewery**  
St. Louis, Mo.

**Lyon & Healy**  
**Band Instruments**  
Standard of America for  
47 Years

Marching in 1864 Still marching 1911

**Special Offer** Any band instrument sent to you on free trial. The greatest band instrument catalog in the world, illustrating and describing everything used in modern bands, sent free, postpaid, for you to select from. The Lyon & Healy New American Professional Cornet—the \$30 Cornet with the \$50 quality. High and low pitch, quick change to A; covered by our unlimited guarantee. Send for one on approval, or have your local dealer do it for you. Everyone interested in band music should read "The Tale of Two Towns," "How an Amateur Band Can Make Money" and Lyon & Healy Band Herald—all free. Expert information on organizing and equipping a band, constitution and by-laws, drum major's tactics—latest catalogs of band music—all free. Instruments can be bought on easy payments. Send us your name and address today.

**Lyon & Healy, 19-73 E. Adams St., Chicago**



**THE HOLLAND HOUSE**

WHERE CENTERS HOTEL LIFE

FOR THE BUSINESS MAN, club-like in its hospitality.

FOR THE TOURIST or sight-seeker, luxury, comfort and entertainment, after the day's outing.

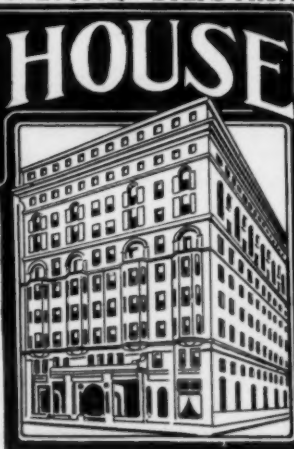
FOR THE FAMILY, home-like environments with seclusion or the opportunity of experiencing the fascination of public gatherings.

**THE HOLLAND HOUSE, 30th Street and 5th Avenue**  
Near Underground and Elevated Railroad Stations

**IN THE HEART OF NEW YORK CITY**

Where Centers Commercial Activity and the Attractions that Draw Visitors From Every Quarter of the Globe

IS ONLY A FEW STEPS FROM



In answering advertisements please mention "Leslie's Weekly."

## People Talked About.

**MISS GENEVIEVE BENNETT CLARK**, the only daughter of Speaker and Mrs. Champ Clark, is very popular in Washington's official set. She was born about sixteen years ago, at the home of her aunt, Mrs. J. O. Herndon, at Fulton, Mo., and her birthday was coincident with a tremendous local demonstration in honor of her father's first election to Congress. Her tastes are literary and she takes the utmost interest in the doings of her father and his friends, having lived all her life in an atmosphere of politics. Last year she was taken by her mother for the first tour of Europe and she never tires of telling about it. Her diary of the journey is a source of great delight to her father. She attends the Friends' School in Washington and will complete her academic course in two more years. For the last year she has taught a Sunday-school class in the Central Presbyterian Church at the capital and is extremely successful with her work.



PHOTO HARRIS & EHRING  
**GENEVIEVE CLARK.**  
Popular and accomplished daughter of Speaker Champ Clark.

she was taken by her mother for the first tour of Europe and she never tires of telling about it. Her diary of the journey is a source of great delight to her father. She attends the Friends' School in Washington and will complete her academic course in two more years. For the last year she has taught a Sunday-school class in the Central Presbyterian Church at the capital and is extremely successful with her work.

**PROOF** that United States Senator William S. Kenyon, of Iowa, a newly elected Republican, is popular with some Democrats will be found in the following lines, dedicated to him by John T. Dalton, a Democrat, editor of the *Democrat*, a daily newspaper published at Manson, Ia.:

Hello, Bill! tell me, do,  
Have they really lectured you?  
Be you now a Senator?  
Wuz it you they voted for?  
If it wuz, Bill, count on my  
Yellin' till the cows go dry,  
Gosh, Bill! that's a boost for you;  
Ain't I glad they put y' through!

Say, Bill! It ain't long ago  
Sence you wuz a boy, you know;  
Lank an' lean an' peart an' tall,  
Smart's a whip—an' that ain't all—  
School, or street, or anywhere,  
You wuz allus on the square.  
Boys all liked you, girls did too;  
Bill, I'm pow'ful proud of you!

Good-by, Bill! I know you'll stick  
Fer the right on any trick;  
Then you'll treat folks on the square,  
'Speshly them that sent y' there.  
When you're votin', keep in mind  
Iowa folks you've left behind;  
Fer they're sayin' an' allus will:  
Gosh! But ain't we proud of Bill!

**A** FEW months ago one of the most perplexing problems for Kansas City was what to do with hundreds of tramps that were pouring into the town from every one of a network of railway trunk lines. The police dragnet never effected a cure, and in gathering up all of the unemployed it worked a great hardship and injustice on genuine laboring men who happened to be out of employment. But now—for the first time since it was a village—Kansas City may declare that the tramp problem is being solved. The solution came about in this way: A police commissioner asked to have a detective assigned to sort out the worthy men from the hoboes. The man picked for the work was Frank Rogers, a man who had been for many years a successful tea merchant, but had met with financial reverses. He took up his newly assigned job with a business man's methods. He began keeping a card index of the men he found in cheap lodging houses and the saloons. He offered them work. If they refused it two or three times, he sent them to jail for long terms. In a single week he found jobs for two hundred and fifteen men. Before a month was gone the city's social workers declared tramps were becoming rare. Rogers, who is



PHOTO C. F. FISHING  
**FRANK ROGERS,**  
Kansas City's clubless policeman who solved the tramp problem.

(Continued on page 597.)

## A Summer Hat At Little Cost

Superior to straw hats in lightness, comfort, style and service. By our direct sales-plan we cut the retail price from \$3.00 to

## \$2 French Pocket-Hat

"The Hat that won't blow off!" Shape it to suit yourself. Soft as chamois skin: "light as a feather." Made of finest felt and handsomely trimmed.

Colors—white, cream, light grey, dark grey, seal brown, black and red (for the big game hunters.)

Send us \$2.00 and the size and color desired—we'll do the rest.

Money back if you don't like the hat.

We'll make your old Panama like new for \$2.00.

Write for Style Book of hats and caps and Panama folder. (Free.)

**French Pocket Hat Co.**  
58 So. 8th St., Philadelphia.



## A Happy Marriage

Depends largely on a knowledge of the whole truth about self and sex and their relation to life and health. This knowledge does not come intelligently of itself, nor correctly from ordinary, every day sources.

## SEXOLOGY

(Illustrated) by William H. Walling, A. M., M. D., imparts in a clear, wholesome way, in one volume:

- Knowledge a Young Man Should Have.
- Knowledge a Young Husband Should Have.
- Knowledge a Father Should Have.
- Knowledge a Father Should Impart to His Son.
- Medical Knowledge a Husband Should Have.
- Knowledge a Young Woman Should Have.
- Knowledge a Young Wife Should Have.
- Knowledge a Mother Should Have.
- Knowledge a Mother Should Impart to Her Daughter.
- Medical Knowledge a Wife Should Have.

All in One Volume. Illustrated, \$2. Postpaid. Write for "Other People's Opinions" and Table of Contents. **PURITAN PUB. CO., 778 Ferry Bldg., PHILA., PA.**

## Save \$50 On a Typewriter

### By Selling to Yourself

We will send you an Oliver No. 3, on five days' trial, without one cent of deposit. Let it sell itself and save you \$50. If you decide to keep it, send us \$5 monthly for ten months. We buy these machines by the thousands, direct from the factory. We let them sell themselves, saving agents and salesmen. Thus we save you one-half what Oliver's cost sold in person. Our book, "Typewriter Secrets," explains all. Ask us now to mail it. **TYPEWRITERS DISTRIBUTING SYNDICATE**  
742 Masonic Temple, Chicago (19)

## ICY-HOT

**The Bottle That Keeps Hot Liquids Hot 24 Hours Cold Liquids Cold 3 Days**

You can have hot or cold drinks while traveling, fishing, hunting, motoring, etc., keep warm milk for baby, cold water for child or invalid at bedside without bother. **ICY-HOT Jars**—one and two quart—keep stews, vegetables, etc., hot without fire—desserts or ice cream cold without ice.

### Many New Exclusive Features

Pints, \$1.00 up; quarts, \$2.50 up. See them at dealers—look for name **ICY-HOT** on bottom—write for book.

**ICY-HOT BOTTLE CO.**  
Dept. G, Cincinnati, O.



**TENT CATALOG Free!**

If you expect to go camping do not fail to get this valuable book, and get it now.

### A Camp Guide given away!

The most complete catalog of Tents and Camp Supplies ever issued. Enables you to buy direct from the largest manufacturer in the country. Protects you against frauds. Everything we make is the best. Our prices are absolutely the lowest. This catalog contains a valuable collection of hints on camping, fishing, hunting, etc., an authority on buying and a mine of information—and we send this catalog and camp guide free. Stop reading now and write for catalog. **H. Channon Co., 32 Market St., Dept. 4073, Chicago**

## You Can't Take the Tuck Out of It It Can't Take the Tuck Out of You

**THE R. S. MOTORCYCLE** is made for constant use. You do not have to humor or coax it. You may ride it all day, every day, at any clip you choose. Keep the gasoline and oil tanks filled and it is always ready to take you anywhere. The R. S. is the easiest machine on the rider. It is built to fit the man. The new R. S. spring fork and spring seat post eliminate that killing vibration on the wrists and spine. The only American motorcycle with emergency brake and coaster brake. Every proved improvement and exclusive features found only in the 1911 R. S. Write for Catalogue. Agents Wanted.

**The Reading Standard**  
MAKERS OF REHOMER  
READING STANDARD BICYCLES  
497 Water St., Reading, Pa.



## People Talked About.

(Continued from page 596.)

something of the tea merchant, something of the policeman, never wears a uniform or carries a club.

**M**ARVELOUS as it may seem, it is still a fact that at Washington, D. C., there lives a man to-day



PHOTO HAYWARD  
JOHN LANE.  
The only man living who saw George Washington.

who has actually gazed upon the face of the immortal George Washington, the father of his country. This man is John Lane, a plain United States citizen and not yet ninety years old. John Lane was not born until a quarter of a century after the death of Washington; but when it is explained that the tomb of Washington was opened and the lid taken off the coffin thirty-four years after the body was placed in the vault at Mount Vernon, and that Mr. Lane was present at this ceremony, the apparently impossible is made possible and it is shown how a man who was born twenty-four years after Washington died still remembers perfectly all the lineaments of his face and every line of his countenance. Mr. Lane says that the strongest impression that he brought away with him after he had seen the face of Washington was that of the immense size of the dead President. The head and chest appeared herculean. The face seemed very much as it had in all the pictures which he had seen of Washington and the boy said at the time that he would have recognized him anywhere. "There seems but slight reason," says Mr. Lane, "to believe that the body of Washington is not in exactly the same condition now as it was when I gazed upon it seventy-four years ago. The alcohol in the leaden casket at that time covered the body with the exception of a slight place on the cheek. Since that time the hermetically sealed casket has prevented the entrance of air and the consequent evaporation has therefore been very slight."

**A** WOMAN who has virtually learned the army by heart often could hear her name spoken in the cozy corners of the Army and Navy Club, at Washington, might she overstep the rules of that institution, which bar feminine entry, and invade its domain. "The bill isn't worth a picayune and the committee won't even consider it! Mrs. Wells told me that—and Mrs. Wells knows!" Mrs. Leona M. Wells is the assistant clerk of the Senate Committee on Military Affairs, and she knows more about army legislation than almost anybody at the Capitol and is most obliging when it comes to imparting information. The army is continually involved in a maze of legislation. The army officer who wants to know and who proceeds to the Senate for that purpose finds himself in the hands of Mrs. Wells in a jiffy, for as the right-hand person to Senator Francis E. Warren, chairman of the Military Affairs Committee, practically every line of legislation or correspondence concerning the troops that is dealt with by the Senate passes through her hands sooner or later. She can tell you offhand whether the promotion of three brigadiers and four colonels will give a certain second lieutenant anything to hope for, or whether an appropriation of \$50,000 for new cavalry barracks at Fort Duchesne, Utah, means a war with the Ute Indians or simply a new brigade post. Mrs. Wells is under thirty and remarkably handsome. She is a native of Iowa and a resident of Wyoming. In the summer-time, at Cheyenne, she keeps a saddle bronco handy and often indulges in long rides over the wind-swept prairie.



PHOTO HARRIS & EWING  
MRS. L. M. WELLS.

Every line of army legislation that comes to the Senate passes through her hands.

# Postal Life Insurance Company

The Only Non-Agency Company in America  
Insurance in Force More Than \$55,000,000

Singular as it may seem, there is no life-insurance company in this country, outside the POSTAL LIFE, where one can secure a policy, even though he go personally to an office of the company, and not have a portion of his premium paid out as an agent's commission by that company.

The POSTAL LIFE invites an intending insurer to come to its Home Office, in person or by correspondence, and thereby save the heavy tax upon his premiums from agent's commissions. Thus one seeking a whole-life policy for \$10,000, calling for a premium of \$400.00, saves to himself in the POSTAL the first year \$140.00, the second year \$38.00 and the third and subsequent years \$38.00.

## Savings at Once Available

These savings are not deferred, but are immediately credited; they may be converted at once into paid-up insurance each year, or may be withdrawn by the policyholder. This represents the striking, concrete economy of the POSTAL and distinguishes it from all other companies.

## Standard Policies, Rates and Reserves

Its policies are the standard policies of the State of New York.

Its premiums are the standard rates of legal-reserve companies.

Its policy-reserve is maintained at more than \$10,000,000, in accordance with the high standard of the State of New York.

In these important respects the Company is in no way different from other high-class, standard companies; the non-employment of agents with the resulting saving to policyholders is the departure inaugurated by the POSTAL LIFE.

## Economy of the Postal Method

Economy, not cheapness, is the Company's watchword, and it lives up to all it claims.

The public has so often found that a claim is not realized in fact, that we are often met with the query:

"Do I understand that the POSTAL LIFE actually saves to me the usual commissions paid to the agents of other companies?"

We are constantly replying that such understanding is correct: the POSTAL does this very thing; the Company saves the first year's commission to an agent and his renewal commission in subsequent years, credits it at once and pays it whenever the policyholder wants it.

## Moderate Advertising Cost

"How is the Company able to do this in view of its large advertising expense?" The reply is that the advertising expense of

## Net Cost lowest in the POSTAL because of

1st. Initial non-agency savings, greatly reducing your first year's premium.  
2nd. Guaranteed annual dividends thereafter of

**9 1/2%** reducing subsequent years' premiums.

3rd. The usual contingent dividends reducing each year's premium still more.

the Company is not so large. It is not, as you will find upon examining the statements of other companies, even equal to what is spent by those companies simply to help the agent in his campaign for new business and to keep the company favorably before the public. We shall not spend this year in our magazine announcements a sum that will require more than \$1.00 out of each policyholder's premium, which is certainly not excessive. It costs very little, comparatively speaking, to get into touch with quite a large number of people interested in life insurance.

"Do so many actually answer your advertisements?" They not only do so, but are most sincere, earnest and intelligent. A single advertisement occupying the usual magazine-page has brought the Company more than five hundred inquiries.

## Making Life Insurance "An Open Book"

What pleases the inquirer is that the POSTAL explains everything thoroughly in official correspondence, giving him personal particulars regarding policy-forms, and figuring out the actual cost in his case.

The POSTAL has thus won for itself a high-grade constituency which is growing and will continue to grow as time goes on. It has policyholders in every State, besides

many Americans residing abroad; including those re-insured it has already more than twenty-five thousand policyholders throughout the United States and Canada.

## Full Information Promptly Supplied

A brief letter giving the date of birth and occupation brings from the Secretary's office the particulars one requires.

37-39 Nassau Street,  
New York

*M. R. Melrose*  
President

## What the Special Session May Yield.

(Continued from page 585.)

asks. "Let us take our most important crop—the corn crop. The total production of corn in the United States in 1910 was 3,125,713,000 bushels, of which we exported 44,072,209 and used the rest in domestic consumption, chiefly in raising cattle and hogs, of which in live cattle and packing-house products we exported in value \$135,985,212. The Canadian product of corn was 18,726,000 bushels, or six-tenths of one per cent. of the total production of the United States. We exported 6,000,000 bushels to Canada. Certainly, in respect of corn, the American farmer is king and will remain so, reciprocity or no reciprocity."

Mr. Taft points out that we already export into Canada, of the greatest variety of manufactured articles and merchandise, over the tariff wall that she has raised, \$213,000,000 out of a total of imports into that country from everywhere of \$375,000,000. It is an impressive and enlightening figure. He argues that the reductions on manufactured goods are quite certain to increase this proportion and to enlarge the control which the United States is likely to have over their manufactured goods. The President declares that, so far as the agreement affects his personal political fortunes, it does not influence him.

"I believe this treaty to be the best thing for the whole country," Mr. Taft asserts, "including farmers, merchants, laboring men and all, because I believe it is contrary to nature, it is flying in the face of Providence, to put an artificial wall like that between this country and Canada and not get the benefit that will inure to peoples of the same traditions, the same language and practically with the same character of labor. If we take down that wall we will benefit by it, for we shall sell more agricultural products to Canada than she will sell to us. We do now and we shall sell her even more after the treaty goes into effect." The President explains that if the treaty is carried out and proves injurious it can be repealed by a single Congress. An interesting argument in

(Continued on page 600.)



*"John, you certainly have a happy healthy family. You may well consider yourself fortunate. I never knew any woman to go through the ordeal so well as your wife did the last time. I think that Pabst Extract was just what her system needed."*

Approaching motherhood—the period of woman's life when every moment is filled with joyful anticipations and much anxiety, demands the utmost of the expectant mother's health and strength. At no other time is proper nourishment so essential. In normal times, normal diet supplies sufficient nutriment, but when called upon to bear the double burden she needs additional nerve and tissue-building food. Build up mother's strength, quiet her nerves, prepare the way for happy, healthy motherhood by using

## Pabst Extract

The Best Tonic

It supplies the very elements needed to nourish the growing child and build up the mother's vitality. It enriches the blood, calms the nerves, brings sweet, refreshing sleep and insures health, strength and vigor to both mother and child.

Pabst Extract is The "Best" Tonic to build up the overworked, strengthen the weak, overcome insomnia, relieve dyspepsia—to help the anaemic, the convalescent and the nervous wreck—to prepare for happy, healthy motherhood and give vigor to the aged. Your physician will recommend it.

### \$1000 Reward

for evidence convicting anyone who, when Pabst Extract is called for, deliberately and without the knowledge of his customer, supplies an article other than Pabst Extract. Cheap imitations are sometimes substituted. Be sure you get the genuine Pabst Extract. Refuse to accept a substitute.

The United States Government specifically classifies Pabst Extract as an article of medicine—not an alcoholic beverage.

ORDER A DOZEN FROM YOUR DRUGGIST INSIST UPON IT BEING "PABST"

Library Slip, good for books and magazines, with each bottle.

Free booklet, "Health Darts," tells ALL uses and benefits of Pabst Extract. Write for it—a postal will do.

PABST EXTRACT CO. DEPT. 3, Milwaukee, Wis.



In answering advertisements please mention "Leslie's Weekly."





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**AMERICAN BANKERS ASSOCIATION TRAVELERS' CHEQUES**

Ready money at all times and places of your journey will be one advantage of your having a supply of "A.B.A." Cheques. In every part of America and in all foreign lands you can pay your hotel and traveling expenses and make purchases with "A.B.A." Cheques.

They dispense with the annoyance of handling and changing foreign moneys, when traveling through different countries. By identifying you, the "A.B.A." Cheques make easy your financial dealings with strangers. These Cheques are accepted at face value in the United States, Canada, Great Britain, France, Germany, Belgium, Switzerland, Italy, Norway, Sweden, Denmark, Austria-Hungary, Russia and Holland, and in all other countries at current rates for New York or London exchange.



They may be purchased in amounts to suit the traveler, as they are issued in \$10, \$20, \$50 and \$100.

Write to Bankers Trust Co., 7 Wall St., New York, for interesting booklet "The International Tourist's Credit," and information as to where you can obtain the cheques in your vicinity.

BUY THEM FROM YOUR OWN BANKER OR IF HE CANNOT SUPPLY THEM APPLY TO BANKERS TRUST COMPANY NEW YORK CITY

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We enable you, through cash purchases to invest the money you have saved. Send for Circular B—"ODD LOTS."

We have also a plan which enables you to invest while you save. Send for Circular 110—"ODD LOT INVESTMENT."

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## FRACTIONAL LOTS

We issue a Booklet, Advantages of Fractional Lot Trading  
**J. F. PIERSON, Jr., & CO.**  
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**Yielding 5½% to 7%**

Your copy on request. Ask for "Edition D."

**GEORGE H. BURR & CO.**

BANKERS

41 WALL STREET NEW YORK CITY  
Boston-Chicago-Philadelphia-St. Louis-Kansas City-San Francisco

**7½% Short-Time Notes 8½%**  
**Increase Your Income**  
**Ample Security**

I can furnish you safe notes yielding 7½% to 8½% for time your money is actually invested. THIS IS AN INCREASE OF 87% OVER A 4% INVESTMENT, 50% OVER A 5% AND 25% OVER A 6% INVESTMENT, A DIFFERENCE WORTH CONSIDERING. Collateral security twice the principal of note, the ratio of which increases during period of loan. Are you aware that when Banks lend money at 6% nominally, they actually receive 7 to 8%? You, as an individual, can do the same. Let me show you how. Send for list of long-established concerns, well rated in Dun and Bradstreet, whose notes I offer in amounts of \$500 and up. Highest references. Free booklet, "A Paradox of Bank Discount."

**WILLIAM A. LAMSON**

Formerly National Bank Examiner  
60 Wall St., N. Y., Room 2701. Established 1894.



A. H. WAITE,  
President Joplin National  
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President First National Bank,  
Kansas City, Mo.



J. A. LEWIS,  
Cashier National Bank of Com-  
merce, St. Louis, Mo.

# Jasper's Hints to Money-makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full subscription rates, namely, five dollars per annum, or \$2.50 for six months, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of Leslie-Judge Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Avenue, New York.

THERE are no sure things in Wall Street speculation. The sure things are the gilded investments. Plenty of these can be found. They are just as safe as a piece of real estate, a bale of cotton or a bushel of corn. They have real and substantial value; but investment securities of this gilded character yield only about four per cent, and the speculator does not want them. He wants something which he can turn over at a profit without waiting too long. This has been done in every boom period in Wall Street. Those who have done it are all waiting for a chance to try it again. A great many are asking me if there is anything in the prediction that Wall Street has seen its best days, that the public is tired of it and that those who have lost will never go back. I answer without hesitation that the old times will return. It has always been so; it will always be so. History repeats itself.

The stock market is just as certain to have another revival and period of wild speculation as anything can be. I have watched its course and conduct for over thirty years. I have seen periods of depression much worse than that which the market has recently experienced. I have been through panic after panic and boom after boom. When the market is in the throes of depression, there are those who predict that it can never recover. When the market is enjoying the height of a wild and reckless advance, we are told that it can never break, that there are not sufficient securities to go around and that those who fail to "get aboard" will miss the opportunity of their lives. The man who sells because everything is depressed and takes his loss suffers. So does the man who buys after the market has had a long and continued advance. When the inevitable drop comes, he is left with the load. The winner in Wall Street is the patient, watchful individual who buys when everybody else predicts that the bottom has fallen out of things and who sells when everybody else asserts that there is no such thing as putting the market too high.

It is a curious fact that, after every protracted period of liquidation and depression, the market swings back naturally to activity and higher prices. It is not only so in Wall Street. It is so in every financial center of the world. The bottom never really drops out of things. A foundation is always left upon which active, alert and daring speculators can start a new advance. At this very time the English stock market is showing the greatest activity in railway shares. In other financial centers across the sea activity is being shown in stocks that have taken the public fancy, many of them of the most

speculative and unreliable character. This is not unusual.

We can all recall the tremendous speculation in all kinds of copper shares, good, bad and indifferent, that occurred just before the break in copper a few years ago. We can also recall the prediction then made that copper (selling at twenty-five cents a pound) would never go lower. Since that time the price of copper has been cut in two and copper stocks have suffered all along the line. They must continue to suffer until the demand for copper increases. On the last copper boom the shares of mere mining prospects commanded a figure that might be the envy of a dividend-paying company. Those who were led, in the excitement of speculation, to buy these stocks have little to show for their investment. In some instances they are being compelled to pay heavy assessments.

It may be asked, "What are the conditions that usually precede an advancing movement in Wall Street?" I reply that if one waits until conditions all justify an advance, he will miss his opportunity to buy stocks at their lowest level. The fortunate speculator who gets in on the low level is one who takes some risk. He must be able to judge conditions and anticipate events. One fundamental fact he always bears in mind is that when stocks have been depressed for a considerable period, the time must be approaching that will favor the buyer.

The question is, "Are we nearing this time or have we passed it? Is the business outlook improving? Has the cloud a silver lining? Are the crops promising? Can railroads earn their dividends and can the factories keep busy?" To these questions I reply, "Why not?" It is certain that the crop outlook is good, though it is too early to say that we shall not be disappointed later on. Merchants have been stocking up so carefully and moderately that mills are not producing a surplus of their commodities. The railroads are economizing in every way and with an easy money market are securing the necessary funds with which to continue their improvements. Here is an opportunity for strong leaders of a bull movement to appear.

The public will not go into a depressed market, but let the public get it into its head that the market is advancing and its sentiment will change. Those who hesitate to buy at the present figures will be eager to buy when stocks are mounting higher. This is the old, old story. Watch a gambler win and you want to play yourself. Read of the money a man made on a tip at a horse race and you begin to watch the tips. I have been advising my readers not to sell stocks at a loss and to hold those that have been most disappointing. I have advised against selling the copper stocks at a sacrifice. I have believed and still believe that eventually, and perhaps sooner than many expect, we shall have a revival of interest in the stock market under the inspiring lead of some of the great speculators.

We may not have an old-fashioned boom. It is not probable in the immediate future. We may have a fluctuating market—sharp advances, followed by moderate declines; but those who

(Continued on page 599.)

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## Jasper's Hints to Money-makers.

(Continued from page 598.)

buy stocks of almost any grade at a time when it is difficult to find a market for them, and who hold them patiently, will in the end be rewarded by a substantial profit. This means more patience than most people possess.

L., Rathdrum, Idaho: The American Wagon Company's stock is not in the investment class. I do not advise you to put all your eggs in one basket.

Danville, : I would not sell Allis Chalmers at a sacrifice. Strong men are identified with the company. With a revival of business it has fair prospects. It is not well to sacrifice securities on a declining market or after a period of liquidation.

F., Nazareth, Pa.: The very fact that such a strenuous effort is being made to boost the Porcupine shares ought to lead to the greatest caution in dealing in them. The really good properties are closely held new mining stocks offered to the public are highly speculative. Leave them alone.

B., Worthington, O.: 1. The officers of United States Light and Heating base their refusal to make a statement of earnings on the ground that they do not care to give their business away to their competitors. 2. I am unable to advise about the sugar company. It has no connection with Wall Street.

Higher Income, Cleveland, O.: 1. You certainly ought to do considerably better than the return you get from your savings bank. 2. Write to Leavitt & Grant, members Consolidated Stock Exchange, 55 Broadway, New York, for their plan of investment. It will be sent to any of my readers on request, without charge, if they will mention Jasper.

G., Indianapolis, Ind.: I could hardly spare room to give such a list as you desire, of attractive dividend payers among the industrials. But any of my readers who will drop a postal to George H. Burr & Co., 43 Exchange Place, New York City, and ask for "Edition D" of a free booklet on "Safe and Profitable Investments yielding 5% to 7%" will be able to get the information without trouble.

Six Per Cent., Albany, New York: 1. The advance in the value of well located real estate in New York City during the past few years has been far more than at the rate of 6 per cent. In many instances it has been more than 100 per cent. Six per cent. issues secured by real estate are justified. 2. The best way is to send for the booklet, read it carefully and weigh it as a business proposition. It ought not to be difficult to do this because the facts are fully given and the figures are a matter of record.

Safe and Slim, Providence, R. I.: You are right in stating that the returns from the Postal Savings Bank deposits are pretty meager, but, as you say, "safe and slim." These banks were not intended for investors. You can get from 4 1/2 per cent. to 4 3/4 per cent. with perfect safety, by buying the bonds which the Postal Savings Bank buys with your money. A valuable list can be obtained by any reader who will write for a circular to the New First National Bank, Dept. L-1, Columbus, O.

Chance, Jacksonville, Fla.: 1. I believe Seaboard Co. Common stock around 27 and the second Pfd. around 60 if held patiently will give good results. I also think well of Western. 2. You could buy 25 shares of each with the funds at your command. 3. Information about odd lot investments will be found in free "Circular No. 110," which will be sent you on request if you will write to John Muir and Co. specialists in odd lots

## Feed You Money

FEED YOUR BRAIN AND IT WILL FEED YOU MONEY AND FAME.

"Ever since boyhood I have been especially fond of meats, and I am convinced I ate too rapidly and failed to masticate my food properly.

"The result was that I found myself, a few years ago, afflicted with ailments of the stomach and kidneys which interfered seriously with my business.

"At last I took the advice of friends and began to eat Grape-Nuts instead of the heavy meats, etc., that had constituted my former diet.

"I found that I was at once benefited by the change, that I was soon relieved from the heartburn and indigestion that used to follow my meals, that the pains in my back from my kidney affection had ceased.

"My nerves, which used to be unsteady, and my brain, which was slow and lethargic from a heavy diet of meats and greasy foods, had, not in a moment, but gradually, and none the less surely, been restored to normal efficiency.

"Now every nerve is steady and my brain and thinking faculties are quicker and more acute than for years past.

"After my old style breakfasts I used to suffer during the forenoon from a feeling of weakness which hindered me seriously in my work, but since I began to use Grape-Nuts food I can work till dinnertime with all ease and comfort." Name given by Postum Co., Battle Creek, Mich.

"There's a reason."

Read the little book, "The Road to Wellville," in packages.

Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.



TRUST COMPANIES BANQUET IN NEW YORK MAY 5.

Among the prominent men at the chairman's table on this interesting occasion were John Skelton Williams, W. A. Nash, A. Barton Hepburn, George F. Baker, Lawrence L. Gillespie, Frank A. Vanderlip, Clark Williams, Bishop David H. Greer, Major-General F. D. Grant and Oliver C. Fuller, the chairman.

and members of New York Stock Exchange, 71 Broadway, New York.

Listed, New Orleans: 1. A low priced dividend paying stock listed on the New York Stock Exchange is Kansas City Southern Pfd. recently selling between 65 and 70. It pays 4 per cent. annually. 2. Why not divide your speculation between K. C. S. Pfd. and N. Y. Ont. and Western. The latter pays 2 per cent. and sells a little above 40. 3. Small lots can be bought from J. F. Pierson, Jr. & Co., members New York Stock Exchange, 71 Broadway, New York. Write to them for their free booklet on "The Advantages of Fractional Lot Trading." I think well of Texas Co.

K., New York: 1. I would advise you to put your \$10 a month in the gilt edged 4 1/2 per cent. certificates offered by the Title Guarantee and Trust Co., 176 Broadway, New York. Write to this company for the book on "The Safe Way to Save." I know of nothing better or safer for the small investor. A large number of readers have followed my advice in this matter with great satisfaction. 2. I think far better of the cumulative bond to which you refer than of the magazine stock, considering the number of magazines that have recently failed.

Traveler, Denver, Col.: It would be very unwise for you to carry so large an amount of cash as you mention on an extended trip either at home or abroad. It would be much safer to go to your local banker and buy the American Bankers' Association's Travelers' Checks in denominations of \$10 and upward. These are accepted by banks, hotels, and railroads all over the world and also identify the holder if among strangers. If your banker does not have them write to the Bankers Trust Co., 7 Wall Street, New York, for the interesting booklet on "The International Tourist's Credit" and ask where you can obtain the checks in your vicinity. Mention Jasper.

American Ice, Pittsburgh, Pa.: The American Ice Company has changed its name in New York State by merging it into that of the Knickerbocker Ice Company, because of the suit in this State against the company for the dissolution of its charter. The company was charged with making contracts in restraint of trade. These contracts have all expired and the company has agreed not to make any more. The change of name will be beneficial rather than harmful because of the ill-repute in which the newspapers and the trust litigation have brought the name of the company. Of course, this does not in any sense affect holders of the stock.

High Living, Newark, N. J.: It is true that the banks make a good deal more than 4 per cent. or 5 per cent. They should not pay dividends so liberally unless they did. Their rate for local customers on short time loans, according to locality, ranges from 6 per cent. to even 10 per cent. and they insist on being well secured. The Hon. William A. Lamson, formerly national bank examiner, is making similar loans to individuals at about 7 1/2, the rate that has not been thought of before. The rate of interest is high and the security good and while the loans are not for a long period there is no difficulty in reinvesting in other loans. Any of my readers can be more fully informed in reference to this method if they will write to the Hon. William A. Lamson, Room 2701, 60 Wall Street, New York, for a copy of his interesting booklet "The Paradox of Bank Discount" and mention Jasper.

Spec, Atlanta, Ga.: I advise you to leave both the mining and the oil stock alone. If you want to make a venture in what appears to be a promising business speculation, you can do a good deal better by buying any of the low-priced industrials or propositions that have promise. The stock of the Buck Head Rice Co., offered at \$6.50 a share, has a par value of \$10. This company owns the Buck patents for the preparation of rice for consumption. It has nearly 5,000 acres of rice lands in Arkansas, and is selling stock for the purpose of putting up a mill. Only 6,000 shares of the stock are being offered for sale. The list of officers embraces a number of prominent business men. The company has no bonded debt and no pref. stock. Full particulars are given in "Circular L-44," which will be sent to any of my readers who will write to Slattery & Co., members American Bankers Association, 40 Exchange Place, New York.

Widow, Manitowish, Wis.: "A good paying, safe investment for a widow could be found in a first mortgage bond either real estate, railroad or industrial. These yield from 4 per cent. to 4 1/2 per cent. and are at a premium because of the demand by savings banks, trust estates and careful investors. Among the bonds included in this class are the Kansas City Southern 3's selling at about 78, the Lake Shore and Michigan Southern 4's at 94, the Florida East Coast Railroad 4's at 98, and Union Pacific first 4's at 102. Union Pacific Convertible 4's at 105 are especially attractive because they have the privilege of conversion into stock and this might sometimes be of value. A real estate security of unquestioned quality paying 4 1/2 per cent. is sold by the Title Guarantee and Trust Company, 176 Broadway, New York, which has dealt in over \$400,000,000 of these without ever having occasioned a loss. Local mortgages in your vicinity might yield a better profit but mortgage loans are attended sometimes with considerable trouble especially if they are small.

NEW YORK, May 18, 1911.

JASPER.

## The Girl That Goes Wrong.

(Continued from page 587.)

morning to cook the breakfast, because I wasn't well. But it was cold and he was cross, and when he brought the coffee and rolls over and I spilled the coffee, he slapped the tray out of my hand and then smacked my mouth. I burst out crying, and then—we hadn't heard any knocking, because of the noise we made—the door opened, and there was mother.

In answering advertisements please mention "Leslie's Weekly."

"My mother!

"An uncle of hers had died. I remember his name was Ezra and he lived in Lowell. Well, he'd died and left her five hundred dollars, and she'd come over to Paris as a surprise for me. \* \*

"We got home somehow. I couldn't tell you how, if my life depended on it. I know we came by the next boat. I tried to explain to her that all I'd done was just what nearly every one does, but you can't explain some things to your mother. She said she wouldn't tell father or the boys, but she said her heart was broken; and I guess it was, for after father was killed next year in the mill, she just kind of withered up and died.

"You might think that would be the end of me, but it wasn't. I saw how bad I'd been, but I saw there was no good to be gained by only crying, so I kept my crying for the nighttime; and when Jim married and went to Frisco, and Charlie married and went to New Orleans—Jim and Charlie were my brothers—I traveled with Jim as far as St. Louis and tried to get a place as a housekeeper.

"You see, I'd worked hard since I got back from Paris. Mother had taught me a good bit about housework there toward the last, and I was still rather young and pretty and I had got a little polish from my trip abroad.

"I got a place. It was in the house of a well-to-do man that had just lost his wife. He had a little daughter and didn't want his home broken up. When I learned he'd lived abroad some, I just didn't say that I had, too, and by and by he got to liking me, and at last we were married.

"We started West on our wedding trip. He asked me questions. I did what nearly every one else does that has done what nearly every one else does over in the Quarter—I lied.

"But somehow I didn't lie very well. Somehow I let it out that I'd been an American student in Paris. I guess I'll never forget the look that came into his face then.

"I know what that is," he told me; "for, you see, I was once a student in Paris myself."

"He put his hand in his pocket and handed me all the money he had about him.

"What's this mean?" I asked.

"It means that you can go as far as this train will take you," he said; "but I'm going to get off at the next stop."

"He did, too.

"I went on to St. Jo. I got here a year later. I've been here ever since."

The woman stopped her story. I looked at her again and I saw that her life had nearly completed its work upon her.

"What was that reason you gave for giving in to Beppo?" I asked her.

"The reason was that I was just doing what nearly every one else does over there," said she.

"And why did you lie to your husband?" I inquired.

"I—I don't know. Well, I suppose I was just finishing in America what I'd begun in Paris."

First autoist—"Can you tell me how far it is to Cooperstown?"

Second ditto—"Certainly; about six gallons of gas to your right."

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## What the Special Session May Yield.

(Continued from page 597.)

favor of the reciprocity bill is that it passed the House the last session by a vote of 221 to 92. This session there was a vote of 265 to 89. A two-thirds majority had been converted into a three-fourths majority.

A bill introduced by Senator Kern, of Indiana, providing for the publication of campaign expenditures before as well as after the elections, is another conspicuous measure. It went through the House without delay, but few believe it will be able to weather the Senate opposition at this session. Those best informed predict that a sleeping potion also awaits the farmers' free list bill in the Senate. It was passed by the House, which recorded a vote of 236 to 109.

The farmers' free list bill is so called because it removes the duty on more than a hundred articles used on the farm. It has been fought by Republicans on the ground that it will reduce the wages of the American laboring man by putting him in competition with the cheap labor of Europe. The Democrats have supported the measure on the ground that the bill will reduce the cost of living. The measure puts on the free list agricultural implements, cotton bagging and ties, boots and shoes, fence wire, meats, cereals, flour, bread, timber, lumber, leather, salt, sewing machines and other articles. Twenty-four Republican insurgents voted for the bill on its final passage. They were: Anderson, Davis, Lindbergh, Miller, Volstead and Steenerson, of Minnesota; Anthony, Jackson, Madison and Murdock, of Kansas; Hanna and Helgeson, of North Dakota; Lenroot, Kopp, Morse and Nelson, of Wisconsin; La Follette and Warburton, of Washington; Laferty, of Oregon; Kent, of California; Hubbard, of Iowa; Morgan, of Oklahoma; Norris, of Nebraska, and Roberts, of Nevada. If the measure comes from the committee room, which appears to be extremely doubtful, it seems destined to be "talked to death" on the Senate floor. The anti-Bryan Democrats are seriously considering loading the reciprocity bill with the free list bill in an effort to defend the former.

A feature of the session has been the lack of concerted action between the insurgent and administration Republicans in the Senate. The former group is composed of Senators La Follette of Wisconsin, Cummins of Iowa, Bristow of Kansas, Brown of Nebraska, Clapp of Minnesota, Borah of Idaho, Works of California, Bourne of Oregon, Crawford of South Dakota, Poindexter of Washington, Gronna of North Dakota and Dixon of Montana. Following the memorable squabble in which La Follette declared the insurgents were not getting a square deal on committee assignments, the breach seems to have widened. The House insurgents have been less aggressive. Now the lower branch is wrangling with the mooted woolen and cotton schedules.

It will be remembered that during the late campaign the Democrats made their most bitter attack upon Schedule K—the woolen schedule—and the public was led to believe that a Democratic victory would mean a radical revision downward of this schedule. It now develops that all is not harmonious in Democratic circles when it comes to an interpretation of the platform pledge in that regard. With Harrison, of New York, insisting upon free raw wool, and Clark and Underwood battling for a reduction of a little more than half, it is problematical as to just what will result. It is reported, however, from members of the Ways and Means Committee, that the committee will probably report favorably to the Clark plan, and the fight among the Democrats may reach the floor of the House, as the majority of the Democrats are said to favor placing wool upon the free list. Another month will see the woolen and cotton schedules sent to the Senate, and then the House will mark time. So certain are many Representatives that this is the beginning of the end that they are making arrangements to return to their homes to await the closing hours of the session. It seems certain that the tariff will not be gone into further than the above-named measures. And, as has been said, that will be after the Senate has voted on reciprocity. That appears to be the history of the extra session.

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# Motorist's Column

Automobile Bureau  
By R. B. JOHNSTON

Readers desiring information about motor cars, trucks and delivery wagons, accessories, routes or State laws, can obtain it by writing to the Automobile Bureau, Leslie's Weekly, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

**C**OMPARED with last year's event, the 1911 Glidden tour will be a very tame affair so far as testing the reliability of motor cars is concerned. The tour this year will be from Washington, D. C., to Ottawa, Canada, the distance being about 1,100 miles. This year the tourists will have good roads for practically the entire distance. Last year the tourists traveled 2,851 miles, the majority of the distance being over very rough roads.

This year's tour will also be much easier for the drivers and passengers of the competing cars, as the daily runs will not be as long as last year's and good hotel accommodations have been arranged for each night stop en route. The officials of the American Automobile Association will make all the necessary arrangements with the Canadian customs officers, so the tourists will have no difficulty or delay getting their cars across the border.

Plans for the proposed national circuit of track race meets, hill-climbing events and road races have been changed materially and the special train to carry the cars, drivers and officials has been abandoned. The A. A. A. contest board will arrange the dates for the various competitive events, so that it will be possible for drivers and cars to compete in such races and other contests as they wish, as the dates will not be allowed to conflict; but the spectacular, circus-like special train will not materialize this year.

Forty-six cars have been entered for the 500-mile sweepstakes race scheduled to be run on the two and one-half mile brick speedway at Indianapolis, on May 30th. The promoters have offered \$25,000 in cash as prize money and this amount has been increased by offers from makers of magnetos, tires and other accessories. The list of drivers nominated includes the names of most of the best known racing pilots in this country. As had been expected, none of the famous European drivers will compete in the race. Some foreign cars have been entered, but they will be driven by Americans.

It has been reported that the Indianapolis promoters tried to insure themselves against rain on the day scheduled for the race. It was claimed to be the first time such an idea was broached in this country, but this is a mistake, as the promoters of a race meet at Long Branch, N. J., insured their event against rain a couple of years ago.

It is reported that four American cars have been entered for the Grand Prix road race, to be run over the Sarthe circuit in France. The date of the contest has been changed from July 2d to July 9th, and it is possible that some additional American cars will be named for the French event, provided the cars go through the 500-mile race at Indianapolis on Decoration Day without mishap.

Bob Burman proved his superiority over Barney Oldfield as a racing driver recently, when he lowered Oldfield's records with the identical car the former made them with over the Florida beach at Daytona. Burman's new records are: 15 88-100 seconds for the kilometer—140.78 miles an hour; 25 40-100 seconds for one mile—141.73 miles an hour; 51 28-100 seconds for two miles—140.40 miles an hour. All three are new world's records.

Cars that have been stored in warm, dry buildings during the winter will often have loose spokes when taken out again for use. The spokes can be tightened again by wrapping water-soaked bits of waste around the spokes at each end.

J. T. C.—If the storage battery gives you trouble, it will save a lot of time if you will take it to a garage where electric automobiles are stored and have the

repair man fix it up for you. Most garages where electric cars are stored have repair men who thoroughly understand storage batteries, and as a rule they have the parts in stock that might be needed to replace any damaged ones.

Owners who find it necessary to buy new tires for their cars will find it a good plan to pay a little more and obtain tires that have slightly larger diameters than the ones they have been using. The added expense will be more than justified, for the larger tires will make the car more comfortable for the passengers, while at the same time they will wear longer in proportion than the smaller ones. One of the big tire companies has issued a booklet of advice to tire users and the Automobile Bureau will mail copies to readers upon request.

While the majority of drivers of automobile trucks and delivery wagons are convinced that they are expert mechanics, the fact is that most of them are not sufficiently versed in gas-engine practice to make anything but the most simple repairs. One of the best known motor-truck concerns has advised users of its trucks to prohibit their drivers from experimenting when anything goes wrong with a truck. The maker declares that drivers do not attempt to doctor sick horses, but that veterinary surgeons are sent for. He therefore advises that none but experienced and competent men be allowed to doctor motor trucks and delivery wagons that develop any of the troubles motor vehicles are heir to.

The absence of necessity for cranking makes electric cars popular with women and in many cities and towns there are a great many members of the fair sex who own and run their own electrics. The popularity of these quiet machines is growing faster than ever before, as most of the electric light and power companies in the country are making special arrangements for charging the batteries of these machines. Even when it is not feasible or possible to store an electric in a garage, it is a comparatively simple matter to install a charging plant in a stable when there is wiring for electric light on the premises. Some of the makers of electric cars sell rheostats that can be connected to a lighting circuit, the rheostats automatically shutting off the current when the batteries are fully charged.

Pending the much-desired time when all roads will be good roads, every individual automobile user ought to do everything in his power to keep the highways he drives over in as good condition as possible. Motorists who live in cities and do most of their driving over paved streets and macadamized park roadways cannot do very much to better conditions, at least so far as acting as individuals is concerned, though the automobile clubs can often hasten the repairing of bumpy city pavements.

Motorists who live in smaller towns and those who live in the country, however, can often do a good deal to better highway conditions in their own immediate neighborhoods. Those whose houses front on macadamized or dirt roads can help matters, both for themselves and for others who use the highways in front of their homes, by turning their garden hose on the roads when they have become dusty after spells of dry weather. This will prevent dust from being blown into their homes as well as make driving more pleasant for both motorists and horse users.

Those who live in the country can be of real service in the cause of good roads by making King split-log drags and using them after each rain over the roads that pass their property. Constant use of this efficient and inexpensive invention of the famous Missouri good-roads advocate, D. Ward King, will keep an ordinary dirt road in surprisingly good condition.



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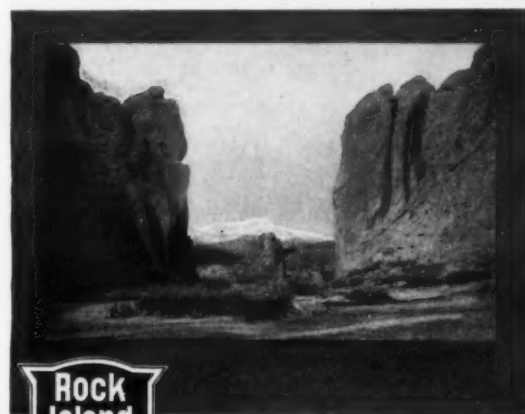
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# How a Woman Learns to Fly

Told by the First Woman in the World to Manipulate a Monoplane

By HARRIET QUIMBY

EDITOR'S NOTE:—This is the first of a series of articles by Miss Quimby, giving her actual experience with monoplanes. She will tell, step by step, of her instruction and give in detail the difficulties and the sensations of the aeroplane pupil.



Experienced aviators look upon the novice's first flights at a height of fifteen or twenty feet in the air as merely "trimming the daisies." It is not until a driver is competent to fly against the wind and to turn corners that he is considered a flyer.

PHOTO AMERICAN PRESS ASSOCIATION.

GARDEN CITY, LONG ISLAND, May 15th, 1911.

**A**MERICANS are called an inquisitive race. I am satisfied that this is true. I am also satisfied that curiosity is not confined to the women. Here I am, a novice with a fortnight's experience in the Moisant School of Aviation, at Hempstead Plains, Long Island, and yet I have forty-seven letters, thirty of them from women, eagerly asking how to learn to fly. Though my actual experience so far amounts to little more than what is



PHOTO AMERICAN PRESS ASSOCIATION. The student climbs over the slippery chassis and takes her place in the seat of the monoplane for her first lesson.



PHOTO, COPYRIGHT, 1911, MARCEAU. Ready for the flight.



PHOTO AMERICAN PRESS ASSOCIATION. Monsieur Houpert illustrates the technical term "warping the wings," the accomplishment of which preserves the balance of the machine in the air.

known as "trimming the daisies"—in reality, skimming over the grass on a wheeled machine, with occasional jumps of from ten to twenty-five feet into the air—I do feel qualified to tell a beginner how she must dress and what she must do if she expects to be a flyer.

If a woman wants to fly, first of all she must, of course, abandon skirts and don a knickerbocker uniform. I speak of this particularly, because so



PHOTO AMERICAN PRESS ASSOCIATION. Cranking the engine in readiness for a practice start across the field.

many have asked me about my flying costume. It may seem strange, but I could not find an aviation suit of any description in the great city of New York—and I tried hard. In my perplexity it occurred to me that the president of the American Tailors' Association, Alexander M. Grean, might be a good adviser; and he was, for it did not take him long to design a suit which has no doubt established the aviation costume for women in this country, if not for all the world, since the French women still continue to wear the clumsy and uncomfortable harem skirt as a flying costume. My suit is made of thick, wool-back satin, without lining. It is all in one piece, including the hood. By an ingenious combination it can be converted instantly into a conventional-looking walking skirt when not in use in knickerbocker form.

The speed with which the aviator flies and the strong currents created by the rapidly revolving propeller directly in front of the driver compel the latter to be warmly clad. There must be no flap-

ping ends to catch in the multitudinous wires surrounding the driver's seat. The feet and legs must be free, so that one can readily manipulate the steering apparatus; for the steering on a monoplane is not done by a wheel guided by the hand, as in an automobile. One who has run a motor cycle or an automobile successfully is all the better qualified to begin his lessons as an aviator. Without experience of this kind, the noise of an unmuffled motor in an aeroplane will be nerve-racking.

The first lesson of the beginner in an aeroplane is intended to accustom her to the noisy and jarring vibration of the engine. Before the student climbs into her seat, she will discover why it is well to cover her natty costume with washable jumpers or overalls. Not only the chassis of the machine,



MISS HARRIET QUIMBY.

Leslie's dramatic critic and editor of the woman's page, who is the first woman in the world to fly with a monoplane.

front of me. The school machine I use is a Moisant monoplane, fitted with a Gnome engine of thirty horse-power. Four sturdy mechanics held on to the rudder until I had speeded the engine to the necessary velocity to start the aeroplane across the field. Under the impetus of a rapidly revolving propeller, the machine swept ahead, sometimes on the ground and, as the engine gained speed, sometimes a little above it. The aviator's first lesson



PHOTO AMERICAN PRESS ASSOCIATION. Mechanics hold fast to the rudder until the propeller reaches sufficient velocity to start the monoplane at a brisk pace.

is to learn to steer his airship in a perfectly straight line for a distance of a mile or over. This looks very easy, until you discover that an aeroplane possesses the perversity common to all inanimate objects. It always wants to go the other way, instead of the straight way that you seek to direct. Your first dash across the field and back takes two minutes, if no mishap occurs. After two dashes of this description, a discreet teacher will dismiss you for the day. You have had all that your nerves ought to be asked to stand. In the best schools of France—a land famous for its aviators—no pupil, however apt, is permitted to have a longer daily lesson than five minutes at the outset of his course; and Monsieur Houpert, who is a graduate of a leading French school of aviation, follows this plan. When we read about Grahame-White or some other noted aviator learning to fly to altitudinous heights after only three days' lessons, we must bear in mind that these three days

(Continued on page 603.)



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## Are You on a Sucker List?

(Continued from page 602.)

money poured into his office. When the post-office inspectors camped on his trail, he moved and continued business under another name. This he did repeatedly.

Van Winkel was a picturesque character. He was a big man physically, with a deep bass voice. At his office he wore a pistol belt under his coat, carrying a gun on each hip. When one of his victims came to demand money, Van Winkel would swing around in his chair, throw open his coat, thus displaying his arsenal, and bellow at his victim, "What do you mean, sir? Do you dare to insinuate that I have your money?" The man-after-his-money would apologize meekly and back out. At the end of two years Van Winkel had accumulated property in Chicago to the value of half a million dollars. He displayed himself and his money at Rector's and the Auditorium, in company with richly dressed women of the demi-monde. He carried big rolls of money with him, sometimes displaying thirty or forty thousand dollars. But the golden stream could not go on forever. The post-office inspectors drew their net around Van Winkel. The day they went to raid his offices they found he had fled to New York, and when they looked for him in New York he was on the high seas. He found a haven of refuge in South Africa.

Van Winkel left behind him his "sucker list," and it was used by one discretionary pool after another, until the great "killing" was made by the E. S. Dean Company. The Dean gang picked up several million dollars in New York, Chicago and Pittsburgh. Not long after they had been driven out of business, the game was worked again, with a clean-up of two or three millions, under the name of the Franklin Syndicate, over in a little shop in Brooklyn. This was the end of the Van Winkel "sucker list." It had served its time.

It's a dangerous game now to run a discretionary pool on a big scale. It's too close to the prison doors. A few little fellows advertise every Sunday in some of the newspapers that they have "inside information" on the market and will speculate for their clients. But their operations are too small to bother the police. The big safe game to play now is the manufacture of stock certificates and their sale to the credulous. Hundreds of millions of worthless mining, oil and industrial shares are printed every year. If a promoter is clever and careful, he has no fear of the law, because the American promotion laws are the easiest on earth. The trouble with promoters like the Burr boys is that they get careless after a few years of easy money getting. Other bubble promoters a good deal more successful than the Burrs are going right along in the open, with no fear of being raided by the post-office because they are careful. Their work isn't "coarse."

Now that the chief tool of the get-rich-quick faker—the "sucker list"—is to be anybody's for the asking, the United States mails are likely to be gorged with the literature of the profession.

## How a Woman Learns to Fly.

(Continued from page 602.)

do not represent all the time required in training, but simply the aggregate of hours devoted to many consecutive days to short lessons. Though I have been a student at the Moisant school for almost two weeks, my actual time in the monoplane would not exceed half an hour—yet I am already called a flyer!

After learning how to make a straight line on and off the ground, you are next taught how to manipulate the wings, so that when you leap off the ground you may preserve your balance in the air. Having accomplished so much, you are prepared for further instruction given in a course of lectures in connection with field practice, regarding emergencies requiring special knowledge. You are not yet prepared to make an application for a pilot's license, but you are well on the way to reach your goal. Like learning to swim, the first requisite of one who would learn to fly is confidence and the knowledge that you can do it. The future mastery of the swimmer's art depends upon himself and how much time he can give to the recreation. The same may be said of the would be flyer.

Every one asks me "how it feels to fly." It feels like riding in a high-

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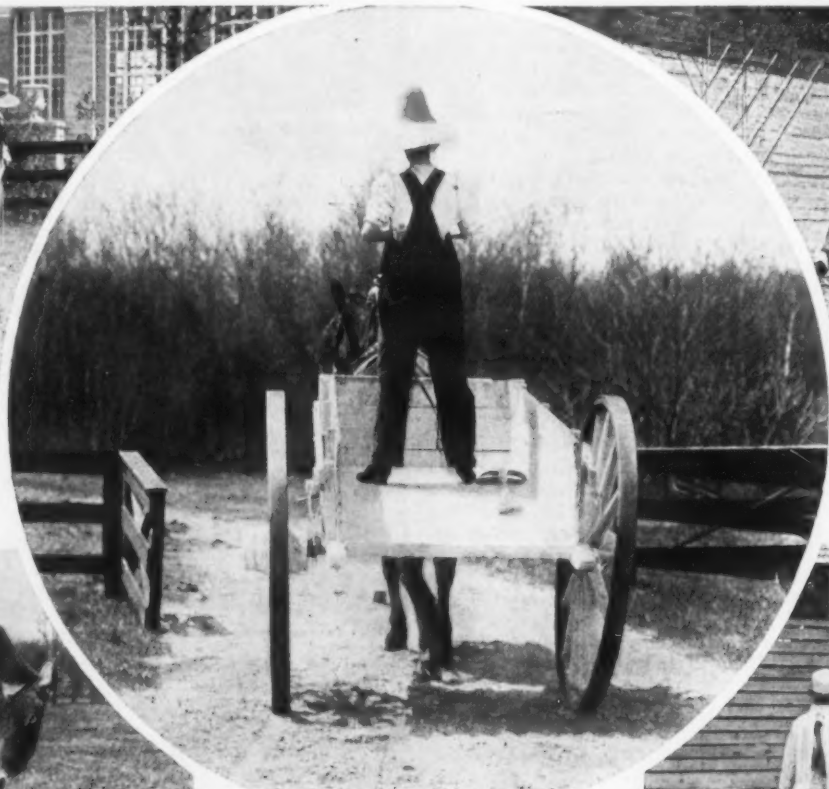
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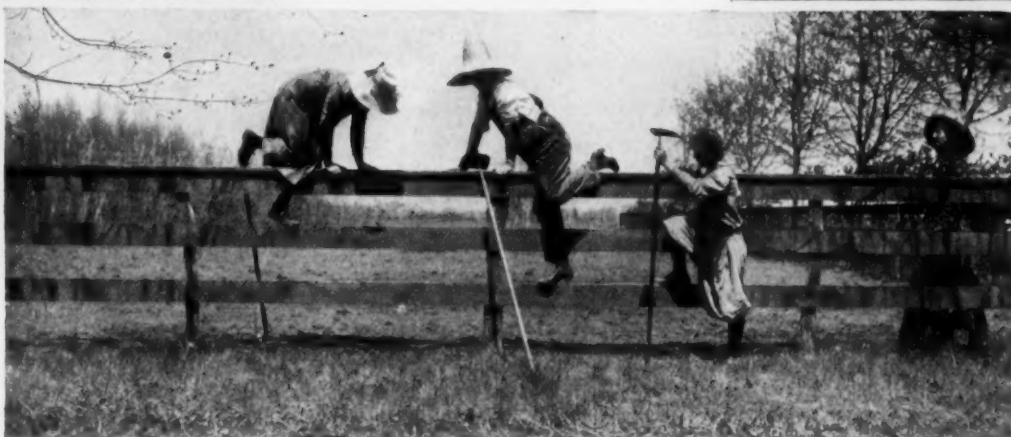
THE NOON GUN FIRED BY THE BURNING-GLASS.



IT ISN'T LOOKS THAT COUNT IN A CASE LIKE THIS.



BUT POSING FOR YOUR PICTURE IS NO TASK.



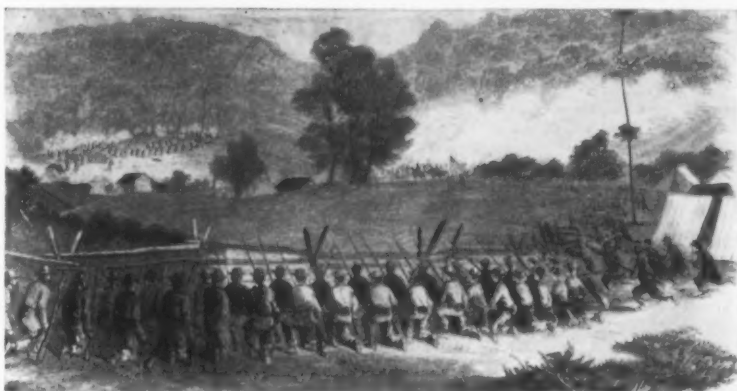
WHO SAYS A GIRL CAN'T CLIMB A FENCE?

PHOTOS BROWN BROS.



# The Civil War—Fifty Years After

Thrilling Incidents of the First Six Months' Fighting in Virginia



Battle of Bealington, Laurel Hill, Va., between the Ninth and the Seventh Indiana Regiments and the Fourteenth Ohio Regiment, and a Confederate Georgian Regiment, July 8, at 5 P. M.  
From a sketch by our special artist accompanying Major-General McClellan's Command.



Reception by the people of New York of the Sixty-Ninth Regiment, N. Y. S. M., on their return from the seat of war in Virginia, escorted by the New York Seventh.  
Excitement and enthusiasm of all classes.



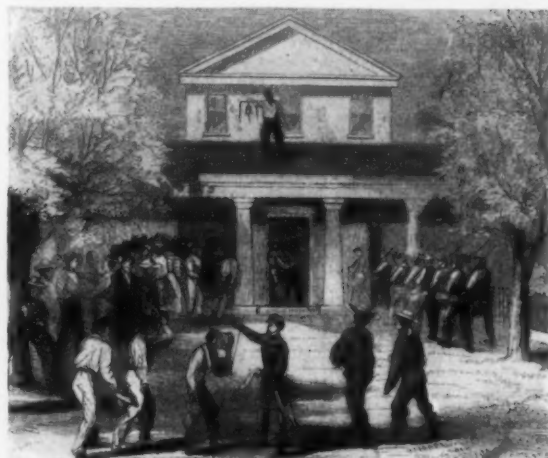
The great battle at Bull's Run, Va., on Sunday afternoon July 21; retreat of the Federal Army upon Centerville. Panic among the teamsters and civilians, and general stampede towards Arlington Heights.



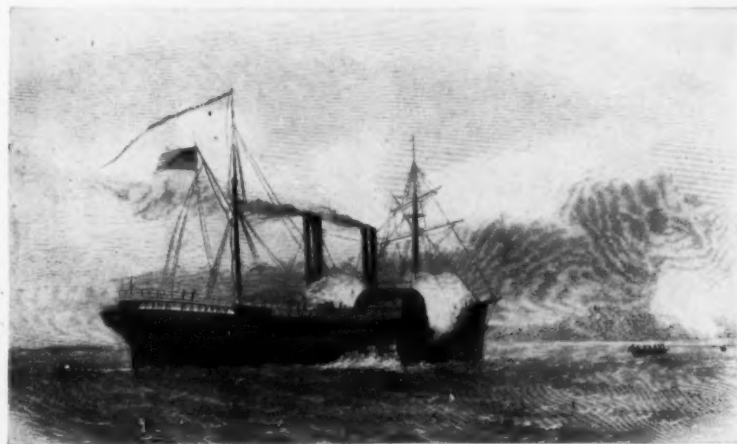
Battle of Rich Mountain between the United States Forces under General Morris of Major-General McClellan's command and the Confederate troops under Colonel Pegram.



Colonel Lewis Wallace, of the Eleventh Indiana Volunteers. (Lew Wallace, who later became famous as the author of "Ben Hur" and other novels.)



The curfew bell at Hampton Court House, Va., warning the negroes to bed.  
From a sketch by our special artist accompanying Major-General Butler's Command.



The "Quaker City," one of the Potomac flotilla, engaging Confederate dragoons in Lynn Haven Bay, near Cape Henry, Va.

From a sketch by our special artist.

Reproduced from Leslie's Weekly of 1861 with the original captions. Copyright 1911, by the Leslie-Judge Company.



Monument Square, Baltimore, Md., section of Cook's Boston Light Infantry with artillery in position, by order of Major-General Banks to quell an anticipated riot on account of the arrest of Marshal Kane and the Police Commissioners.

From a sketch by our special artist.



*Eventually*



**Why Not Now?**